

**Response to the queries against EoI No.: DDG (Spl. Proj.)/USOF/DoT/PPP/EoI/01 dated 27.01.2020  
regarding Creation, Operation & Maintenance and Utilization of BharatNet Network under PPP Mode**

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|-------------|---------------------------------------|--|--|
| 1.          | ---                                   | <p>We request you to arrange to furnish the number of GPs that are to be covered in the following States:</p> <ol style="list-style-type: none"> <li>1) Assam</li> <li>2) NE-1 (Meghalaya, Mizoram &amp; Tripura)</li> <li>3) NE-2 (Arunachal Pradesh, Manipur &amp; Nagaland)</li> <li>4) Himachal Pradesh</li> <li>5) Uttarakhand</li> <li>6) Rajasthan</li> <li>7) UP (W)</li> <li>8) UP (E)</li> <li>9) Madhya Pradesh</li> <li>10) West Bengal</li> <li>11) Sikkim</li> </ol> | <p>The details will be furnished at a later stage circle wise for Phase-I &amp; Phase-II for all the circles.</p>  |
| 2.          | Para 2;<br>Page No. 2                 | <p>Status of Phase-I and Phase-II needs to be mention in the EOI like how much work has been completed and how much needs to be taken care of in PPP model so that approach and methodology can be prepared for PPP.</p>   | <p>In Bharat Net total number of Gram Panchayats (GPs) is 2,55,456. Number of GP connected in Phase-I is 1,17,103. Phase-I work has been completed and Phase-II work is in progress in different models.</p> |
| 3.          | Scope of Work<br>Table;<br>Page No. 2 | <p>The scope has been divided into 3 categories Creation, Operation &amp; Maintenance and Utilisation. Need to specify the scope "creation".</p>   | <p>As defined in EoI, PSP need to build OFC and electronics network infrastructure to connect Block to Gram Panchayat to enable broadband services.</p>  |

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| 4.   | Scope of Work Table; Page No. 3 The | Current mode of implementation in the mentioned states of EoI as far as BharatNet Phase II in North-East States are concerned they are implementing in satellite model. Status and Current mode of implementation is required in order prepare approach and methodology for PPP model specially where scope is "Creation" | The network infrastructure and connectivity of block to gram panchayat will be done through optical fibre cable.   |
| 5.   |                                     | The scope of PPP model State-wise which is to be covered i.e. current status and remaining scope for PPP model.   | Scope of work in PPP model, state wise is given in EoI. The bidders will be completing the remaining work in Phase-II while phase-I is already completed in linear mode. The network as a whole will be required to be upgraded and last mile connectivity including revenue streams will have to be devised in PPP model, as per EoI. |
| 6.   |                                     | Is the network capacity and topology across states (wherein creation is in scope) is predefined by BBNL or the bidder could assess and suggest changes  | Bidder can assess and suggest a robust and resilient network topology and capacity.  |
| 7.   |                                     | Any priority assigned to blocks/ GPs across states  | No prioritization of blocks/GP across states/circles has been done yet.  |
| 8.   |                                     | Wherein network is already laid, do we have all the relevant handover reports (ABDs, GIS, losses, etc.) for effective maintenance and utilization   | Yes, available handover reports shall be shared with bidders at the time of RFP.   |
| 9.   |                                     | In case of non-availability of network management infrastructure (electronics, NOC, systems, etc.), who would bear the required upfront CAPEX   | CAPEX & OPEX will be worked out in the relevant PPP model on VGF basis for which suggestions have been sought as part of this EoI.   |
| 10.  |                                     | Basis selected model of implementation, would bidders have flexibility to select vendors for equipment procurement, rollout, etc.   | PPP model will be worked out as implementation model for which flexibility may be provided for type of equipment and procurement etc as per defined timelines.   |
| 11.  |                                     | Is the objective of Utilisation to increase fibre usage or is it linked to overall revenue  | Yes, objective of Utilization to increase both fibre usage and revenue.  |
| 12.  |                                     | What would be the role of BBNL in utilisation of Wi-Fi hot-spots installed by BBNL? What about last mile?   | This will be worked out suitably in PPP model for continuance of existing connectivity. Last Mile Connectivity will be in the scope of bidders.  |

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| 13.  |                     | Given the price for dark fibre and lit bandwidth is fixed by BBNL, what is the flexibility of pricing for the service providers  | PSPs will be devising revenue models as per pricing of dark Fibre, bandwidth etc to claim for VGF. The PPP model is to be suitably worked out for which suggestions have been sought as part of this EoI. This may be noted that subsequent industry consultations etc will follow to finalize RFP for bidding. |
| 14.  |                     | Is sub-leasing permitted   | This will be part of detailed terms & conditions of RFP and as per PPP model.   |
| 15.  |                     | Provide a list/ blueprint of digital welfare services (such as healthcare, education, etc.) being implemented by centre/state governments for demand estimation  | Demand estimations will have to be worked out by potential bidders for Govt. as well as Private network services.   |
| 16.  |                     | Circles where only Utilization is in <i>scope</i> (such as Punjab and Bihar), what could be the broad contours of partnership (such as required capacity augmentation, O&M, quality, etc.)   | Such aspects need to be commented upon as per requirement envisaged by potential bidders to support various kind of services. O&M for these states may be continued/ worked out with the existing arrangements for Phase-I & Phase-II.  |
| 17.  |                     | This EOI asks for creation of Infrastructure to connect GP for Assam, NE-1, NE-2, HP, Rajasthan, UP(w), UP(e), MP, WB, Sikkim from block to Gram Panchayat. Since Satellite Media directly provided connectivity to Gram Panchayat, We request that “approach to connect the GPs using HTS Satellite” should be allowed, Request your kind confirmation. The Scope under the EOI as per understanding is be the following:<br>a) Supply Equipment – VSAT, Solar Panel, Wi-Fi AP<br>b) Install, Operate, maintain the equipment for 8 years<br>c) Run services to generate revenue & increase its utilization.<br>Request your kind confirmation. | The network is to be planned on Fibre connectivity for high bandwidth requirement. Any locations which may not be feasible may be connected on alternate media or through alternate means and the same will have to be worked out during RFP stage.   |
| 18.  |                     | Can USOF provide VGF for GP site equipment:<br>(a) Solar Panel, CCU and Batteries<br>(b) VSAT<br>(c) Wi-Fi Equipment   | CAPEX & OPEX will be worked out in the relevant PPP model on VGF basis for which suggestions have been sought as part of this EoI.  |

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| 19.  |                     | To generate revenue from various applications, different devices like Caching, IP Phone, Wi-Fi AP may be required. Will USOF provide VGF for these equipment's also?   | CAPEX & OPEX will be worked out in the relevant PPP model on VGF basis for which suggestions have been sought as part of this EoI.  |
| 20.  |                     | Please provide list of sites for each state which needs to be connected using HTS Satellite media.   | The network infrastructure and connectivity of block to gram panchayat will be done through optical fibre cable.  |
| 21.  |                     | Will USOF provide VGF funding per site similar to what BBNL is giving to TCIL per site? Also will the bandwidth (Satellite) be provided by BBNL? Or is to be provided by Bidder?   | Not relevant.   |
| 22.  |                     | There is a clause for lease of 25 years. Please confirm whether it is operating lease or financial lease.  | This will be part of detailed terms & conditions of RFP and as per PPP model.   |
| 23.  |                     | Please advise the Bandwidth envisaged at each GP location. *Note- BBNL provides 10Mbps(UL)/20Mbps(DL) per GP site and is capable to provide 20Mbps(UL)/100Mbps(DL) per site using 1.2m VSAT with 4W BUC. In case more bandwidth is required, the BUC can be upgraded suitably. | The network is to be planned on Fibre connectivity for high bandwidth requirement. Any locations which may not be feasible may be connected on alternate media or through alternate means and the same will have to be worked out during RFP stage.   |
| 24.  |                     | Can there be a separate package for locations on Satellite media as cost of putting infrastructure is different for Satellite, Microwave and Fiber? Please advise.   | The network is to be planned on Fibre connectivity for high bandwidth requirement. Any locations which may not be feasible may be connected on alternate media or through alternate means and the same will have to be worked out during RFP stage. Details of packages will be worked out at RFP stage for which suggestions have been sought as part of this EoI. |
| 25.  |                     | Will BBNL provide Bandwidth for GP locations and what will be the financial cost on the bidder? Please confirm.  | Please see other clarifications.  |
| 26.  |                     | We request USOF to kindly confirm that this EOI is opened for Satellite Service providers also or is it limited to System Integrators to deploy fiber from Block to GP location. As we understand that there will be TNF locations due to unserved, underserved,               | The network is to be planned on Fibre connectivity for high bandwidth requirement. Any locations which may not be feasible may be connected on alternate media or through alternate means and the same will have to be worked out during RFP stage.   |

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|      |                     | LWE, hilly terrain, will those locations be allowed to be done on satellite.   |  |
| 27.  |                     | Whether there would be an SLA for all the areas mentioned in the EOI with the winning bidder? If us, what would be the parameters and quantum of penalties proposed?   | These details will be worked out as part of RFP based on the model selected.   |
| 28.  |                     | What kind of network is envisaged in the EOI/tender; linear or ring? If it is ring then whether existing linear network needs to be converted to ring network and included in the scope of EOI/tender?   | The suggestions are sought on this matter as part of this EoI based on network topology/ robust architecture suited as per PPP model, VGF financing etc.                                 |
| 29.  |                     | Whether O&M and utilization given in the scope of work in EOI will also be extended for phase-I of BharatNet project already completed/commissioned? If yes, then which entity would have the custodianship/ownership of phase-I network assets?   | All GPs as part of PPP model will be the responsibility of PSP to be selected.   |
| 30.  |                     | Whether Single Point of Failure (PoF) is to be replaced across existing network and to be included as part of EOI/tender?  | Network issues will be elaborated as part of the RFP and suggestions in this regard may be given to create a robust architecture.  |
| 31.  |                     | What is the envisaged scope of utilization component in EOI/tender? Whether it entails sale of wholesale bandwidth/dark fibre etc. or it includes retail customers also?   | Various revenue streams will be part of the PPP model to be implemented as part of the RFP for effective utilization of the network. This EoI intends to get suggestions in this regard. |
| 32.  |                     | Whether any integration/synergy is planned for states covered in state led model in the scope of present EOI?  | States covered under State-led model are not in the scope of present proposal.   |
| 33.  |                     | Which PPP mode has been envisaged for EOI/tender? Whether it will be Build-Operate-Transfer (BOT), Build-Own-Operate (BOO), Build-Own-Operate-Transfer (BOOT) or Design – Construct – Maintain – Finance (DCMF) to name a few. The knowledge of PPP model selected for EOI would enable us to work out revenues and VGF. | This EoI intends to invite suggestions regarding various PPP models and associated funding requirements based on cost estimates and revenue streams proposed/ expected.                  |

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| 34.  |                     | Normally tariffs are as per TRAI TTOs. No intervention by USOF is expected. Please confirm. If otherwise, please provide details? | Tariffs will be dependent on market forces, TRAI regulations, QoS parameters, SLA, type of revenue streams etc. and detailed RFP will be floated based on stake holders' suggestions, industry consultations and legal/ regulatory issues which will be the basis for expected revenues, gap funding etc. |
| 35.  |                     | Whether excluded areas from EOI may be included as part of present EOI/tender or these are to be offered as separate tender?      | Please refer other clarifications in this regard.   |
| 36.  |                     | What are the expected time limits for 'creation of network'?  | Time limits will be worked out as per targets of BharatNet implementation and details will be part of the RFP.  |
| 37.  |                     | Whether expansion of scope to individual villages is envisaged for this EOI/tender?   | The network connectivity as part of funding may be limited as per the scope of BharatNet however PSPs are to be selected for utilization of the network which includes last mile connectivity.  |
| 38.  |                     | What are the specifications for laying of cable and parameters of splicing?   | These details will be based on laying as per standards and will be worked out as part of RFP.   |
| 39.  |                     | Whether bidder is free to procure equipment and cable or any restrictions imposed?  | These details will be based on standards and will be worked out as part of RFP.   |