

**INDIAN INSTITUTE OF TECHNOLOGY KANPUR**  
**OFFICE OF THE DEAN OF DIGITAL INFRASTRUCTURE & AUTOMATION**

Date: 29.07.2019

**Ref: EOI No.01/2019-20 dated 27.06.2019 for Installation of Mobile / Telecom Towers at IIT Kanpur**

This office received many queries from the interested mobile / telecom tower operators by 25.07.2019 upto 17.00 hrs for clarifications. Competent authority of the Institute has considered the same and the queries which found material for clarifications are given below. Accordingly, all the interested bidders are advised to submit their bid considering the below mentioned clarification to the corresponding point / clause of the EOI No.01/2019-20 dated 27.06.2019.

Sl#	Queries raised by the interested bidders	Related Para & Page of the EOI	Clarifications / modifications to the EOI
1.	<p><b>Para-24(b) Page-5</b> – Copy of Partnership Deed besides the Power of Attorney (in case of a Partnership firm) or copy of memorandum and articles of association along with the resolution of the Board (in case of a Company).</p> <p><b>Query:</b> Can we submit Authorised Signatory's Power of Attorney only or Board Resolution is also required alongwith POA.</p>	Para-24(b) Page-5	Authorised signatory's Power of Attorney will suffice.
2.	<p><b>Para-24(h) Page-5</b> – Turn-over Certificate for last three years (10 times of estimated contract value) from a Chartered Accountant.</p> <p><b>Query:</b> Here 10 times of contracted value will cover i.e monthly rent of 4 towers or 10 times yearly value / complete contract period value.</p>	Para-24 (h) & (i) Page-5	10 times of contracted value will cover yearly contract period value.
3.	<p><b>Para-34 Page-11</b> – To be deleted as that is w.r.t. active infra and to be taken care by OPCO.</p> <p><b>Query:</b> Since we are IP1 company, we shall be providing you the EMF compliance through OPCO.</p>	Para-34 Page-11	Remain unchanged.
4.	<p>Tenure / Duration of the agreement – Tenure is only 5 years. We suggest for minimum 10 years as the initial investment cost is very high. 5 years tenure is not a viable for such high investment.</p>	Duration of contract agreement (Page-9)	<p>Para-6 on Page-9 (Duration of contract) stands modified as under:</p> <p>The duration of contract will be initially for FIVE YEARS from the date of signing of the contract agreement which may be extended for further FIVE YEARS period subject to the satisfactory performance of the agency.</p>

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5.	The 50% increment for sharing of tower should be removed as tender is itself for shared communication towers. But this clause will block the sharing of towers due to higher base price and further 50% increment on every additional operator.	Para-8 & 9 on Page-9 – License fee.	<p>Para-8&amp; 9 on Page-9 stands modified as under:</p> <p>Para-8. The quoted license fee shall be applicable for Three telecom service providing companies. The installed tower shall be a shared tower with multiple telecom operators. As such, over and above of the initial three telecom operators whose network facilitation systems for the Institute campus would be installed besides initial three telecom operators, the licensee shall be bound to pay an additional license fee @ 33.33% of the normal/basic license fee agreed upon under this contract, duly rounded off to the multiple of next hundred for each new telecom operator. The normal/basic license fee is presently @ 3,897/- per sq.m. per month which, however, would be subject to revision from time to time. The Institute shall provide access to the contractor round the clock on all days to the allotted location without any hindrance.</p> <p>Para-9. The licensee shall be bound to invariably intimate the Institute of every Telecom company/operator other than the initial three for whom the initial basic/normal license fee is to be applicable and who is provided access of Tower facility in addition to the initial three telecom operators and which may include the Airtel, Jio, Vodafone-Idea and BSNL telecom companies. The licensee shall endeavour to have tie-up with all mobile service providers of UP(East) circle to receive their signals. However tie-up with at least 3 mobile service providers shall be mandatory. Non-provisioning of mobile signals, as above, shall be treated as Material Breach of Contract on the part of Licensee.</p>
6.	The 4 sites proposed in Bid document is not the best suitable. We suggest allowing change / relocation of sites.	Regarding change of location of the proposed towers.	Para-1 of Page-4 provides scope of relocation of the proposed mobile towers as per feasibility and requirement.

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7.	Security Deposit of Rs.5,00,000/- per tower is also very high considering the Ground based towers which will not damage any building or establishment. This will be Rs.20,00,000/- for all 4 towers. Kindly amend it to Rs.5,00,000/- for all sites.	Security Deposit (Page-14): Rs.5,00,000/- per tower	Remain unchanged.
8.	8% per year increment is also too high. The industry says 10% increment in 5 years.	Financial Bid (Page-18): enhancement of license fee @ 8% per annum.	Remain unchanged.
9.	Tenure of the contract: Requested to increase the tenure to 10 years or insert a clause that subject to satisfactory performance, the contract will get extended to another 5 years.	--	Please refer Point-4 above for clarifications.
10.	Minimum reserve price Rs.3,897/- per sq.m per month. This rate is for only for one tenant as rate is very high. We request that no additional rent may be charged in case additional operator.	--	Please refer Point-5 above for clarifications.
11.	Security Deposit – Rs.5 lakh per tower: The amount is very high. It may be reduce to Rs.50,000/- per tower.	Security Deposit (Page-14): Rs.5,00,000/- per tower.	Remain unchanged.
12.	Annual escalation 8%: The rate of escalation is very high, requested may be reduced to @ 5% after every 3 years.	--	Remain unchanged.
13.	Financial evaluation: Clarification Required whether the winner/ H1 will be decided site wise or for all 4 sites put together.	--	Already clarified (through Clarification-2)
14.	Will it be adjudged site wise or all sites together?	--	Please refer Point-5 above for clarifications.
15.	Can we bid for single site?	--	Already clarified (through Clarification-2)
16.	Will the total monthly rental matter or will the rate per sq.m matter.	--	Please refer Point-5 above for clarifications.
17.	Suggested for shifting of proposed tower location.	--	Para-1 of Page-4 provides scope of relocation of the proposed mobile towers as per feasibility and requirement.

**Note:** All other para / clause of the EOI will remain the same.

Sd/-  
Dean of Digital Infra. & Automation