

Smart City Cell, Room No-604,  
BSNL Corporate Office, Opp. Janpath Hotel,  
H.C. Mathur Lane, Janpath  
New Delhi-110001  
Phone - 011-23731877  
e-mail gmcpnd@gmail.com



**भारत संचार निगम लिमिटेड**  
(भारत सरकार का उपक्रम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

No: - 1-07/2018/SCP/Buss. Corr

Dated: - 29.10.2020

To,  
All CGMs,  
BSNL New Delhi,

**Sub: - Smart City Project – Operating Procedure, reg.**

You may be aware that BSNL is actively participating in Govt. of India's initiatives of Smart City Projects, as Lead Bidder, Consortium Partner and Network Provider as TSP, and has won some significant mandates in the last financial year, through consortium partnerships and collaborations.

Smart City opportunities are upcoming in various cities like Trivanathpuram, Nirbhaya Project-Gujarat, Silvassa, Moradabad, Port Blair, Bihar etc. Therefore, active persuasion by Circle Teams is required in order to align with the tendering authorities, attending pre-bid conferences, partner finalization, bid stitching etc. in co-ordination with Smart City Team at BSNL Corporate Office. A presentation on Smart City Projects and BSNL's strengths and role in successful execution of big projects of Govt., is also enclosed for Circle Teams to use while meeting State Authorities.

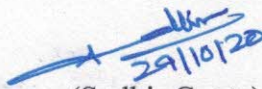
To ensure our participation in upcoming RFPs as a Lead Bidder/Consortium Partner/TSP, our active involvement according to Standard Operating Procedure, approved and issued by BSNL CO (enclosed herewith), is highly desirable. **Important action points for Circle Teams** are mentioned below:

1. Compliance check of RFPs issued by State Smart City SPVs, and evaluate overall tender scoring based on pre-qualification and technical qualification criteria.
2. Preparing queries for pre-bid meeting, in consultation with Smart City Team at BSNL Corporate Office.
3. While preparing pre-bid queries and during pre-bid meet, focus should be on getting necessary relaxation in PQ and TQ criteria of RFP so that BTCL, a 100% subsidiary of BSNL, qualifies for participation. For this, Tendering authorities/SPV should be impressed upon to allow/accept the technical and financial credentials of BTCL's sole parent company i.e. BSNL - like Turn-Over, Technical Evaluation related experience for all PQ/TQ criteria.
4. Based on compliance check, corrigendum of RFP (if any issued) and other local factors, Circle team shall decide if BSNL will go as a Lead bidder or as a Consortium Member and to take approval from competent authority as defined in SOP.
5. Alliance with Potential Solution Providers:



- (i) If Partner/OEM is an empanelled vendor in any Circle or with Smart City Cell (at present, all empanelment agreements with SPs/SCPP's have expired and renewal is under process), then CGM (Territorial Circle) may approve the consortium in consultation with PGM (Smart City Project).
- (ii) If Partner/OEM is not an empanelled vendor then Circle will propose the consortium and the case will be submitted for approval of Director (CFA), BSNL Board.
6. In case, BSNL is not able to participate as lead bidder or as consortium member in RFP of any Smart City project, then Circle team should explore opportunities for forming a pre-bid alliance with prospective bidders/MSIs for network/bandwidth components by sharing best competitive rates, with legal bidding on both parties to honor pre-bid alliance.
7. Finally, if BSNL fails to get Smart City business as lead bidder/consortium partner, etc, in order to ensure that , BSNL remains associated with smart city project , as a last resort , the Circle team should vigorously pursue with winning MSI for getting business for TSP components.

This is issued with the approval of DIR (CFA).

  
(Sudhir Gupta)  
PGM (Smart City Project)  
BSNL CO, New Delhi  
Mob: 9868261106

Copy to for kind information:

1. CMD BSNL for kind info please.
2. Dir (CFA) for kind info please.
3. Dir Fin /HR /CM/EB for kind info please.