

NEPAL TELECOMMUNICATIONS AUTHORITY (NTA)

Kamaladi, Kathmandu, Nepal

ADDENDUM No. 1

Request for Proposal for Consultancy Services

For

“THE DESIGN, DEVELOPMENT, SUPPLY, INSTALLATION OF HARDWARE AND SOFTWARE & PROVIDING OPERATION AND MANAGEMENT OF INTERNATIONAL TELECOMMUNICATIONS TRAFFIC MEASUREMENT/MONITORING AND ANTI-FRAUD SYSTEM”

(Date of issue of Addendum No 1:17th April, 2018)

Reference	Text in the initial RFP	Replaced text as an addendum
Section 6.Evaluation Matrix. Page 54.	<u>Experience in Specific Sector:</u> a) The specific experience in similar Traffic Management and Fraud Control system with a Ministry of Telecom/National Regulatory Authority and with contract amount equal to or more than 25.0 Mil USD, in the last 7 years.	a) The specific experience in similar Traffic Management and Fraud Control system with a Ministry of Telecom/National Regulatory Authority and with contract amount equal to or more than 1.0 Mil USD, in the last 7 years.
Section 6.Evaluation Matrix. Key Personnel Experience in works of Similar* nature Page 55.	Minimum 1 IT / Telecom related project of 25.0 mil USD in last 7 years	Minimum 1 IT / Telecom related project of 1.0 mil USD in last 7 years .

Section 3 Information to Consultants DATA SHEET Clause Reference 4.5	Proposals must be submitted no later than: Date: 25 th April , 2018 Time:15:00 Hr	Proposals must be submitted no later than: Date: 2 th May , 2018 Time:15:00 Hr
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Clarification No. 1

“THE DESIGN, DEVELOPMENT, SUPPLY, INSTALLATION OF HARDWARE AND SOFTWARE & PROVIDING OPERATION AND MANAGEMENT OF INTERNATIONAL TELECOMMUNICATIONS TRAFFIC MEASUREMENT/MONITORING AND ANTI-FRAUD SYSTEM”

Section/Clause No.	in RFP	Bidders Queries	Clarification from NTA
Section 5 : Terms of Reference D Personnel Requirements 1 Project Manager (International)	“Engineering / Bachelor's Degree / Diploma in any disciplinary with IT/Telecom with 10 years of experience in Information Technology & Telecommunications, should have done Procurement Unit for the last 6 years and at least one similar project with Ministry of Telecom/National Regulatory authority in the last 5 years.”	However in the EOI for the same Tender it is stated that the qualifications are:- “Engineering / Bachelor's Degree / Diploma in any disciplinary with IT/Telecom with 10 years of experience in Information Technology & Telecommunications, should have done Project Management for the last 6 years and at least one similar project with Ministry of Telecom/National Regulatory authority in the last 5 years.” Please confirm that the version in the EOI is the correct requirement	The correct requirement is the one stated in the EOI. “Should have done Project Management for the last 6 years” not “Should have done Procurement Unit for the last 6 years”
Reference Section 6 : Evaluation Matrix 6 (A) Mandatory Supplier		In the cited reference it is stated as follows: “Statement that there is no petition for bankruptcy against the bidder and that did not request bankruptcy; in the case of an individual, statement that there is	It is preferred that all experience cited is of companies that are still active and which have not been declared bankrupt or have gone into liquidation.

Eligibility 1.4		<p>no execution of his/her patrimony. Required for each member in case of JV.”</p> <p>Please advise (a) even if there is no petition for bankruptcy against the bidder and even though the bidder did not request for bankruptcy whether the bidder can use references of experience of a now bankrupt entity that was formerly associated with the bidder.</p> <p>(b) Whether the bidder can use the references of an associated company that has now been liquidated</p>	
Section 3 : Information to Consultants : Data Sheet 2.3		<p>In the cited reference it is stated as follows:</p> <p>“Ineligible Consultants: The Consultant including any member of the Consultant’s consortium or association shall not be a telecommunications operator in Nepal”</p> <p>Whereas in the following reference</p> <p>Section 6 : Evaluation Matrix</p> <p>6 (A) Mandatory Supplier Eligibility 2.</p> <p>It is stated as follows:</p> <p>“The Consultant including any member of the Consultant’s consortium or association shall not be a telecommunications operator in any country of the world or be a vendor of telecommunications equipment or have ever provided services including the supply of equipment to any of the</p>	<p>The correct requirement is as stated in Section 6: Evaluation Matrix 6 (A) Mandatory Supplier Eligibility 2.</p> <p>“The Consultant including any member of the Consultant’s consortium or association shall not be a telecommunications operator or be a vendor of telecommunications equipment or have ever provided services including the supply of equipment to any of the telecommunications operators in Nepal”</p>

		telecommunications operators in Nepal” Please confirm that the more detailed requirement of Section 6 (A) (2) is the one that applies.	
		How many references are requested exactly? Is it one? two? etc... For such a project, at least two references in two different countries should be requested.	At least 2(two) preferably more
		Methodology counts only for 30 points. However, this is the heart of the project. Knowing that finally, only one thing is important (and that thing is the platform and its ability to fulfill NTA's needs) isn't it fair to give to that point a bit more importance in marking?	It is within and as per provisions in the procurement act / regulation of GoN
		What if a consultant cannot provide passive probes to generate CDRs? Will he be disqualified? We believe that passive probes are the core element of technical description of what NTA is looking for. Hence, a technical proposal without passive probe should be disqualified. However, all technical element counts for only 30% marks and none of technical criteria is disqualifying.	Best technical solution will be considered.
		Technical ability of a consultant to fulfil all needs of NTA counts less than human resources (30 vs 35 marks). This is a problem because it is so simple to provide CVs of people (someone can even hire them once they have gotten the market). Is NTA giving more important in human resource than technical ability of consultant (the solution), proven in several different country (references)?	It is within and as per provisions in the procurement act / regulation of GoN

Section 5 C2.6	The system shall include CDR analysis module to support fraud detection on analysis basis which is expected to be implemented upon integrating the local on-net traffic to the TMS.	We understood from the RFP document, that only local interconnect and international voice traffic are the subject of this project. What about the On-Net voice traffic? Is it also a part of this project or will it be considered part of a future phase? Are we required to measure it and include it in the solution?	Yes the On- Net voice Traffic is also the part of the current RFP, and the system should be compatible with other Regulatory application like KYC and upgradable to EIR etc.
Section 5 C2.6 Section 5 C 1.i i	It should be equipped with required tools to generate billing in the frequency required by the regulator or ad hoc to verify the volumes declared by the operators. This system should also be equipped to compare the operator CDRs with the TMS generated CDR's to verify and identify any deviations in the operator's network or undeclared, missing links by the operators.	The RFP talks about volumes and does not mention revenues. Are we required to monitor traffic volumes in minutes only, regardless of the revenue generated from these volume	The Vendor system is expected to monitor Traffic Volumes as part of the RFP requirements
Section 5 C.5.4	Transmission Network – One time setup fee and Operational cost for Internet & Data Links will be the responsibility of NTA. The bidder should ensure that if awarded the contract it will provide the requirements of the links and capacities and help NTA negotiate with the Service providers. The Technical Design, Technical configuration equipment and required to setup a transmission network will be bidder's responsibility.	Kindly confirm that (1) the client will provide all the hardware equipment for the transmission link, and (2) the bidder will provide only the technical design, technical configuration, and the boq of equipment required to setup the transmission network. We assume that we will make use of the existing ISPs networks in order to provide the needed independent connectivity for the solution.	It is the vendors responsibility to provide all the hardware required for the transmission network and NTA will only arrange for the connectivity with the ISP's
Section 5		1. Provide us with the network diagram for the local interconnect and	It is required that the Vendor from its experience provide the

		<p>international links</p> <p>2. Provide us with the following details in each international connectivity POP:</p> <p>a. Type of connection IN/OUT and capacity of international link b. Overall links capacity (IP, TDM) c. Number of local interconnect links, capacity of each link, and type of connectivity.</p>	<p>estimated required hardware elements required based on the volumes provided. This information requested will only be provided after contract award to successful bidder</p>
RFP		<p>Will NTA provide the warehousing and management of the hardware? Or it is the bidder responsibility?</p>	<p>It is the bidders responsibility to manage warehousing and management of the hardware</p>
RFP		<p>Where is the main technical site located? Please provide the address of the site where TMS, NOC and NMS will be installed.</p>	<p>The Technical site will be within Kathmandu valley. The exact site will be provided after contract signing</p>
RFP		<p>Where is the DR site located? Please provide the address of the site where the DR equipment will be installed.</p>	<p>The DR site will be in different Seismic Zone</p>
RFP		<p>Where is the GMSC of each operator - where the extraction equipment will be installed - located?</p>	<p>In major city, mostly in Kathmandu, Pokhara, Biratnagar Hetauda and Dang.</p>
Section 4		<p>Does the content of section 4 apply to the QCBS as well?</p>	<p>Evaluation will be done as per the provisions stated in the RFP Document.</p>
Section 5 G a. 5		<p>What is the project handbook?</p>	<p>It is a document that is expected to be prepared for the solution deployed upon completion of the Project deployment</p>

Section 3 E, 3 G	Key personal - Business Manager	What is the expected role of the Business manager?	This resource is expected to have telecom settlement experience and is responsible for the reconciliations of the CDR's
Section C-5 D	Required personnel - National	Does National mean Nepalese or resident locally?	It means a Nepalese national resident in Nepal
		<p>The Evaluation for the experience in similar and specific project has increased significantly to 25 million USD (5 points marks). This change also impacts key personnel by other 16.5 points marks. Why has this amount increased since the finical capacity of the firm and project has already been evaluated during the EOI Stage and what is the difference between similar and specific projects?</p> <p>In our experience during RFP state NTA shall evaluated more on technical detail and methodology for the implementation of the Project.</p>	<p>In EoI stage, the financial capacity of the Firm has been judged in the basis of Turnover only.</p> <p>NTA now wants to make sure that, now in the stage of the RFP, the strong firms with more experience.</p>
		How will the evaluation for consultants experience be measured? By year of Experience, number of projects or by contract amount?	As stated in the RFP document.
		Why does a bidder have to be an original equipment manufacturer for the probing devices? (7 point mark)	NTA prefers the bidder to be a manufacturer. So that NTA get probing device support from Consultant.
		How many SS&, E1 and STM- 1 (Synchronous transfer module are required in order to monitor international traffic?	The quantity should be derived based on the information provided on the volumes which would give a fair

			understanding of the requirement's, it is based on the experience of providing such similar systems to regulatory authorities the bidder should come up with a suitable Bill of Material
		How many SS7, E1 and STM-1 are required in order to monitor local (OFF NET incoming and outgoing) traffic ?	The quantity should be derived based on the information provided on the volumes which would give a fair understanding of the requirement's, it is based on the experience of providing such similar systems to regulatory authorities the bidder should come up with a suitable Bill of Material
		What is the total number of E, SS7 and STM links used in Nepal?	The quantity should be derived based on the information provided on the volumes which would give a fair understanding of the requirement's, it is based on the experience of providing such similar systems to regulatory authorities the bidder should come up with a suitable Bill of Material
		What is the total volume of international Traffic in Nepal?	This information is business confidential information of operator. So, it will be provided after award of

			contract.
		What is the Total Volume of Local Off – NET traffic in Nepal?	This information is business confidential information of operator. So, it will be provided after award of contract.
		Clause H) Comments on TOR (Page 51): requests the bidder to recommend for best solution of TERAMOCS which will also be evaluated for Solution aspect but the Technical evaluation matrix does not provide any marks for it. Please clarify	It will be evaluated in Approach, Methodology and Work Schedule as the evaluation criteria 2. of RFP document 6(B) .