

REQUEST FOR EXPRESSION OF INTEREST FOR EMPANELMENT OF
SERVICE PROVIDERS OTHER THAN M/S BSNL & M/S MTNL FOR PROVISIONING,
COMMISSIONING & MAINTENANCE OF WAN CONNECTIVITY OVER FIBER / COPPER AS LAST
MILE SOLUTION TO ALL THE BRANCHES, OFFICES AND OFF SITE ATMS OF OUR BANK

EOI REFERENCE NO. : EOI - 06/2011-12
DATE OF EOI DOCUMENT : 22-11-2011
DATE OF PRE-BID MEETING : 05-12-2011
LAST DATE FOR SUBMISSION OF EOI : 22-12-2011 UPTO 3:00PM
DATE OF OPENING OF EOI : 22-12-2011 AT 3:30PM
Cost of EOI Document : ₹ 25,000/-
EMD - DD / Term Deposit / BG : ₹ 5,00,000/-
NO. OF PAGES : 22

ISSUED BY : THE DEPUTY GENERAL MANAGER
CANARA BANK
ASSET PROCUREMENT & MANAGEMENT GROUP
DIT-WING, HEAD OFFICE,
NAVEEN COMPLEX, 14, M G ROAD,
BANGALORE - 560 001.

Contact Numbers : Tel - 080-25590070
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(Senior Manager, Asset Procurement & Management Group)

The cost of EOI document is Rs.25,000/- This document can be downloaded from
Bank's website www.canarabank.com. In that event, the suppliers should pay the cost
of the tender document by means of DD drawn on any scheduled Bank for Rs.25,000/-
in favour of Canara Bank, payable at Bangalore and enclose the same to EOI

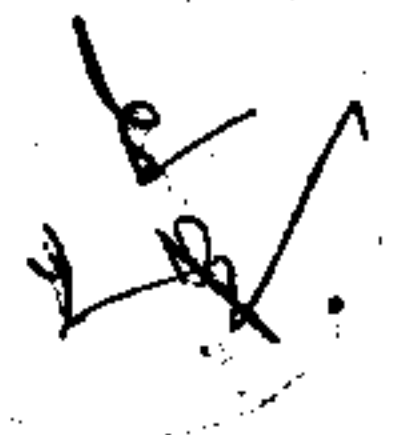


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CALENDER OF EVENTS

Sl No	EVENT	DATE
1	Date of Issue	22.11.2011 TUESDAY
2	Date of Submission of Queries for Pre Bid Meeting	03.00 PM, 30.11.2011 WEDNESDAY
3	Date of Pre Bid Meeting	03.00 PM, 05.12.2011 MONDAY
4	Date of Submission of EOI	03.00 PM, 22.12.2011 THURSDAY
5	Date of Opening of EOI	03.30 PM, 22.12.2011 THURSDAY



REQUEST FOR EXPRESSION OF INTEREST FOR EMPANELMENT OF SERVICE PROVIDERS OTHER THAN M/S BSNL & M/S MTNL FOR PROVISIONING, COMMISSIONING & MAINTENANCE OF WAN CONNECTIVITY OVER FIBER / COPPER AS LAST MILE SOLUTION TO ALL THE BRANCHES, OFFICES AND OFF SITE ATMS OF OUR BANK

INTRODUCTION

CANARA BANK, a premier Indian Public Sector Bank having Pan India presence, invites Expression of Interest for empanelment from leading service providers for provisioning, commissioning & maintenance of WAN connectivity over Fiber / Copper as last mile solution to all the branches, offices and off site ATMs of our Bank. Assignment involves provisioning & Commissioning of WAN connectivity and maintenance of WAN links, providing technical solution, network integration with existing Networking architecture & WAN devices like Routers, Switches etc to our corporate network.

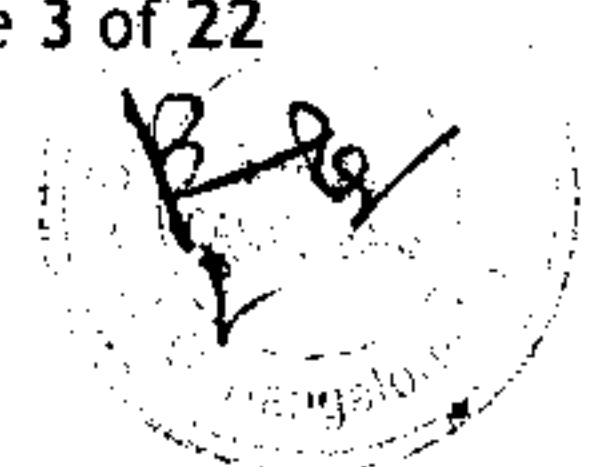
Canara Bank invites reputed vendors having office at Bangalore to submit their "Expression of Interest" who fulfill the eligibility criteria as given below for providing turnkey WAN connectivity services to all the branches, offices and off site ATMs.

A vendor submitting the proposal in response to this EOI shall hereinafter be referred to as Bidder.

Bidders with following credentials shall only respond to this invitation:

A. ELIGIBILITY CRITERIA

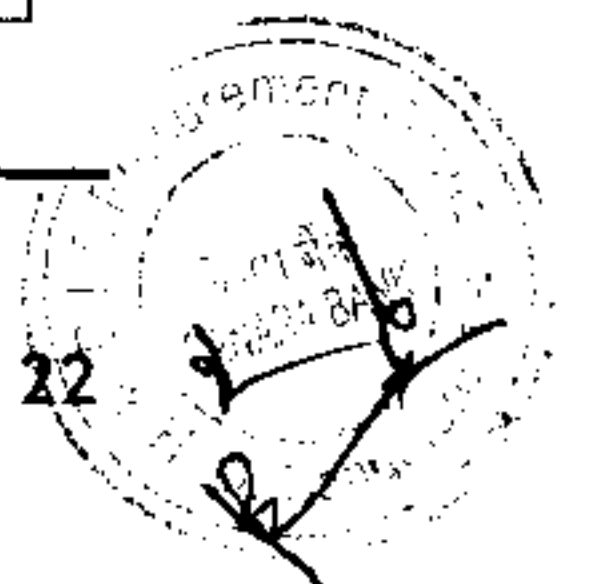
Sl. No	Eligibility Criteria	Documents to be submitted with this EOI
1	The bidder must be a licensed NLD (National Long Distance) service provider across India.	Copy of the license issued by DOT, Govt. of India
2	The bidder should have minimum 3 years' experience (up to 30-09-2011) in WAN data connectivity provisioning across India.	The registration no. of the firm /company along with Sales Tax no. / Valid IT Certificate /Certificate of Incorporation. Proof of WAN connectivity service provisioning for 3 years
3	The bidder should have representative office and officials authorized to deal with the Bank at Bangalore.	The bidder should provide the representative office address with contact details of authorized officials, to deal with the Bank.



4	The bidder must have established WAN connectivity for more than 3000 locations across the country in multiple orders by using Leased Line/MPLS technology over fiber / copper as last mile, during the period from 01.04.2008 to 30.09.2011 for large corporate, Government Offices and Public Sector Units, in that bidder must have established WAN connectivity for more than 200 locations across the country in a single order.	Purchase Order Copies and Satisfactory Services letter from the Customers to be produced
5	Fiber optic cable available across India, measured in kilometers should be more than 25,000 kilometers.	Detailed documentation of the cable availability across various states of India along with the detailed cable layout is to be provided.
6	Minimum number of MPLS POPs across India	Minimum 80 MPLS POPs
7	The Bidder should have a minimum annual turnover of Rs. 50 crores from WAN connectivity provisioning on fiber/copper alone for the last three financial years.	1. The Bidder must produce a certificate from the Company's Chartered Accountant to this effect (with segmented balance sheet showing the turnover from WAN connectivity provisioning over fiber/copper business) stating that the company has an annual turnover of Rs. 50 crores from WAN connectivity on fiber / copper alone. 2. Audited balance Sheet and Financial Statements for last 3 Financial Years.

Further, all bidders will have to submit the following:

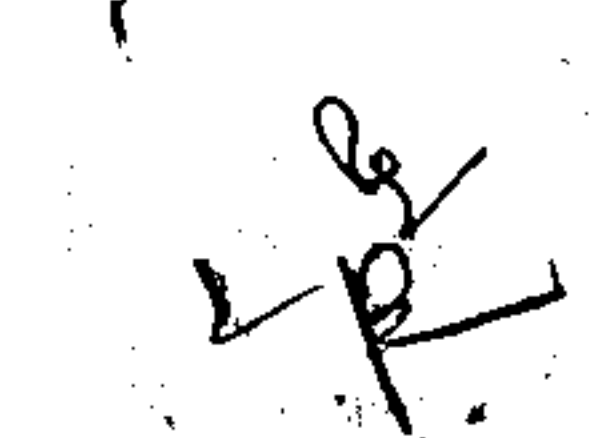
1	Non Interest EMD for ₹ 5,00,000/- (Refundable)	By Term Deposit for 6 months favouring 'Canara Bank EOI or Demand Draft favouring 'Canara Bank payable at Bangalore' or Bank Gurantee for 6 months as per Annexure VII.
2	Application fees for ₹ 25,000/- (Non Refundable)	By way of DD favoring "Canara Bank" payable at Bangalore.



- * Failure to produce the documents as necessary proof along with the EMD and Application fee while submission of EOI proposal shall render the applicant ineligible for empanelment.
- * The Bidder should submit separate DDs one each for EMD and Application Fee, if DDs are submitted.

B. SCOPE OF EMPANELMENT

1. The Empanelment would be for WAN connectivity on fiber / copper required at Bank's Head Office and HO Annex, Circle Offices, Data Centre, Data Recovery Centre and in Branches, offices, off site ATMs across the country.
2. The Empanelment would be for a period of One year. During Empanelment period, Bank will float limited tenders amongst the qualified empanelled vendors and seek responses for various requirements. Individual tender/s will contain detailed terms and conditions, instructions, location details and scope of work.
3. The bidder is expected to have their support centers and MPLS POPs, established by the bidder, in all the prominent places of India, as per Annexure IV. If the bidder is not having support centers in all these places, an undertaking is to be submitted by the bidder that the support centers shall be established as per Annexure V.
4. List of support centers and MPLS POPs along with contact details of responsible officials at all the sites are to be submitted along with the EOI. These details will be evaluated as Bidder's technical and support capabilities as detailed in Annexure VIII.
5. During empanelment period, Bank reserves the right to de-empanel, If the service provided by the vendor is found to be unsatisfactory or if at any time it is found that the information provided for empanelment or for any tender is false or if irregularities shown by the vendor when applying for the tenders, the Bank reserves the right to remove such vendors from the empanelled list without giving any notice to the vendor in advance. Bank's decision will be final in this regard.



C. EMPANELMENT PROCEDURE

1. The vendor will be empanelled as per the following process:
 - a. Vendors satisfying the eligibility criteria will be short listed and will be empanelled with the Bank after due scrutiny of documents submitted by the bidder.
 - b. The empanelment will be valid for one year or it may continue till the completion of next empanelment process.
 - c. Bank may seek clarifications during evaluation if required, the bidder has to respond to the bank against bank's clarifications and should submit the relevant proof/supporting documents for the clarifications if applicable.
 - d. The bidder has to score minimum of 60 marks out of 100 in the Technical evaluation. The Technical evaluation sheet is provided in Annexure VIII.

D. INSTRUCTIONS TO THE APPLICANTS

1. The response should be submitted in a structured format as per the checklist appended and it should be paginated. Each page of the application should be signed by person/s on behalf of the organization having necessary Authorisation / Power of Attorney to do so, duly affixing the company seal. Applications containing false or inadequate information are liable for rejection.(Copy of Power of Attorney or Authorization Letter from the company should be furnished along with the Bid)
2. Any alterations, erasures, overwriting, blanking out or discrepancies in figures etc may render the EOI submission as invalid
3. A pre-Bid meeting of the intending bidders will be held at **03.00 PM on Monday, 5th December 2011** at Canara Bank, Conference Hall, II Floor, Naveen Complex, 14 M G Road, Bangalore - 560 001 to clarify any point/doubt raised by them in respect of this EOI. No separate communication will be sent for this meeting. All communications regarding points requiring clarifications and any doubts shall be given in writing to the Deputy General Manager, DIT Wing, HO Bangalore by the intending bidders before **02.00 PM on Wednesday, 30th November 2011**. The Bank's reply for the pre-Bid queries will be published in our Bank's web site.
4. The Sealed envelope containing the response to EOI along with the required documents shall be superscribed on the top of the envelope "Empanelment of Network Integrated Vendors in response to EOI-06/2011-12 dated 22.11.2011". The EOI response should be deposited in the Tender Box kept at Canara Bank, DIT Wing, First floor, Naveen Complex, 14 M G Road, Bangalore - 560 001, on or before **Thursday, 22nd December, 2011, 03:00 pm**. The responses will not be accepted directly.



5. The EOI responses should be addressed to:

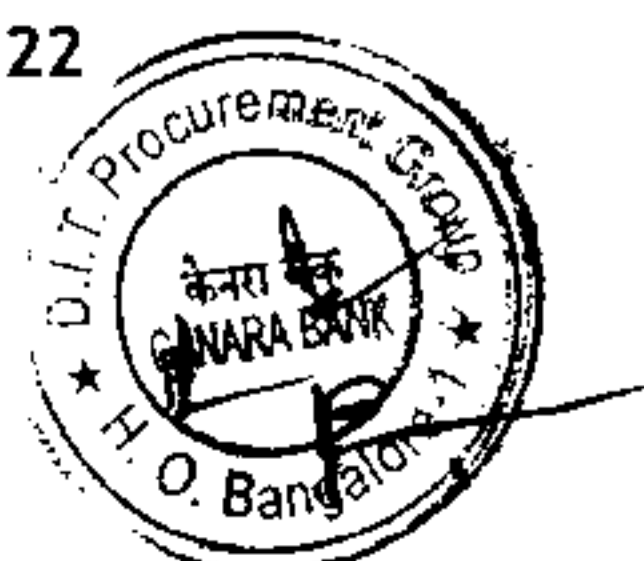
THE DEPUTY GENERAL MANAGER
CANARA BANK
ASSET PROCUREMENT & MANAGEMENT GROUP
DIT - WING, NAVEEN COMPLEX,
14, MG ROAD, BANGALORE - 560 001

6. The EOI will be opened in the presence of the applicants on **Thursday, 22nd December 2011 at 3.30 PM** at Canara Bank, 2nd Floor, Conference Hall, Naveen Complex, 14 M G Road, Bangalore. The applicant's representative may be present during the bid opening at our office address mentioned above well in time along with the authorization letter in hand from the company. The applicants may note that no further notice in this regard will be given. Further, in case the Bank does not function on the aforesaid date due to unforeseen circumstances or Holiday, then the EOI will be accepted up to **03.00 PM** on the immediate next working day and EOIs will be opened at **03.30 PM** at the same venue on the same day. **The response not received in conformity with the above will not be evaluated.**
7. The short listed applicants will be notified in due course. Only shortlisted applicants will be invited to participate in the tender for provisioning of WAN connectivity for all our Branches / offices and Off site ATMs In Our Bank. Assignment involves provisioning & Commissioning of WAN connectivity and maintenance of WAN links, providing technical solution, network integration with existing Networking architecture & WAN devices like Routers, Switches etc to our corporate network. No interim enquiries will be entertained. The decision taken by the Bank shall be final and no representation or correspondence shall be entertained.
8. Canara Bank reserves the right to accept / reject any or all expression of interest received in response to this advertisement without assigning any reasons, whatsoever.
9. The bidder shall furnish a Non-interest bearing refundable deposit of ₹ 5,00,000/- by Term Deposit for 6 months favouring 'Canara Bank'/ Demand Draft favouring 'Canara Bank', payable at Bangalore/Bank Guarantee for a period of 6 months, as per Annexure VII.
10. The EMD of the bidders will be returned on successful completion of the Empanelment process.
11. Non-submission of DD for ₹ 25,000/- towards the cost of Application and EMD for this EOI will render the EOI application submitted by the vendor as rejected.

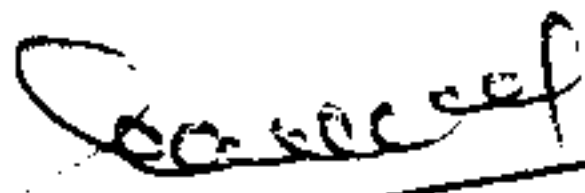
E. CHECKLIST

Interested applicant/s conforming to the above requirements may respond by furnishing the following.

1. Covering Letter as Per Annexure I
2. Applicant's Profile - Annexure II



3. List of major clients and the quantum of orders with approximate value executed to various organisations including Major PSU Banks and other financial institutions for the last 3 years. - Annexure III
4. List of Service Support Details - Annexure IV
5. Undertaking letter format - Annexure V
6. Authorization letter format for Bid Opening - Annexure VI. (to be carried by the person who is authorized to attend the Bid opening).
7. Copy of Power of Attorney or Authorization letter from the Company designating the authorized representative of the company for signing the bid document should be furnished along with the bid document.
8. Bank Guarantee Format - Annexure VII
9. Technical evaluation details - Annexure VIII
10. Three (3) Years Audited Balance sheet and financial statements with segmented balance sheet showing income from Network integration business and the certificate from the Company's Chartered Accountant stating that the company has an annual turnover of ₹ 50 crores from WAN service provisioning on fiber / copper alone.
11. Details of WAN connectivity provided to banks operating in India for the last three years along with the list of locations covered on fiber / copper.
12. A Non-interest bearing refundable deposit of ₹ 5,00,000/- by Term Deposit/Demand Draft favouring Canara Bank payable at Bangalore/Bank Guarantee as per Annexure VII.
13. The documents in support of Eligibility Criteria, wherever required as mentioned in this EOI.
14. Failure to produce the necessary proof may render the applicant in-eligible for empanelment.



S K Dubey
Deputy General Manager





Annexure - I

Covering letter format

Offer Reference No:

Date:

To
The Deputy General Manager,
Canara Bank,
Asset Procurement & Management Group,
DIT, Naveen Complex, 14 M G Road,
Bangalore - 560 001
Karnataka

Dear Sir,

EOI Ref: EOI 06/2011-12 DT: 22-11-2011.

Having examined the EOI document including all Annexure the receipt of which is hereby duly acknowledged, we, the undersigned, offer to empanel our company to provisioning, commissioning & maintenance of WAN connectivity over Fiber / Copper as last mile solution to all the branches, offices and off site ATMs of Canara Bank with the said EOI.

If our offer is accepted, we undertake for provisioning, commissioning & maintenance of WAN connectivity over Fiber / Copper last mile solution to all the branches, offices and off site ATMs of our Bank for the given period.

We enclose a Term Deposit for 6 months favouring 'Canara Bank' / Demand Draft favouring 'Canara Bank payable at Bangalore' / Bank Gurantee as per annexure VII for ₹ 5,00,000/- as Non-interest bearing refundable deposit EMD.

We agree to abide by and fulfill all the terms and conditions of the EOI and in default thereof, to forefiet and pay to you or your successors, or authorized nominees such sums of money as are stipulated in the conditions contained in EOI.

We enclose a list of clients in India (giving their full addresses) where the WAN connectivity over fiber / copper had been undertaken by us and now been completed by us and the name and addresses of our Bankers.

Our PAN number for Income Tax is _____.

We are registered with the Sales Tax/Service Tax authorities and our registration numbers are as follows.

Sales Tax/VAT Registration Number is _____.

Service Tax Registration Number is _____.

We accept all the Instructions and Terms and Conditions of the subject EOI.

Dated this _____ day of _____ 2011

Signature _____

Signature of the Authorized Signatory with date & seal



**Annexure II
APPLICANT'S PROFILE**

Sl. No.	Particulars	Details (at Page no.)
A	Profile	Proof to be enclosed wherever applicable
1	Name of the Applicant	
2	Status of Applicant (Company, Partnership, Prop., etc)	
3	Whether in technical collaboration with foreign company? If so give details	
4	Year of Establishment & Details of Registration	
5	Number of years in the business	
6	Number of years in WAN service provisioning over fiber/copper	
9	Address	
10	Telephone number	
11	Fax number	
12	Email Address	
13	Website address of the Company	
14	Key person (s) with contact details a) Head Office/ Registered Office b) Bangalore Office	
15	Authorized official with Name and designation for the EOI	
16	Sales Tax Number	
17	Income Tax Number	
18	3 Years Audited Balance sheet and financial statements	
19	Annual turnover from WAN connectivity provisioning over fiber/copper for the last three years (certificate from Auditor).	
20	Net Sales (in respective currency) for the last three years (enclose proof)	
21	Enclose copies of Income Tax registration and last Income Tax clearance certificate	
B	Technical Experience and Expertise	
1	Write up on the Company's experience/expertise in provisioning, commissioning and maintenance of WAN connectivity covering technical skills, including network capability of the company, for WAN provisioning for the proposed WAN connectivity. The bidders are requested to furnish the proof in support of having implemented Network Integrated solutions and have to provide the following details: 1. Manpower strength 2. Technical expertise 3. Experience of executing large projects in India in recent past with project and client details 4. Support and other services rendered 5. Technical specifications of Network Integrated products.	

2	Whether technically well equipped to integrate with the existing Networking architecture of the Bank and installation and commissioning of WAN over fiber/copper and configuration of multiple WAN devices to the Routers/Switches etc.	
3	Technical details of various methodologies through which WAN connectivity has been extended to various Organizations/Banks.	

C	Deployment capabilities	
1	No. of WAN connections established as on date in India by using Leased Line/MPLS technology.	
2	No. of WAN connections established in last 12 months in India by using Leased Line or MPLS technology.	

D	Certifications	
1	Copy of ISO 9001 and above.	

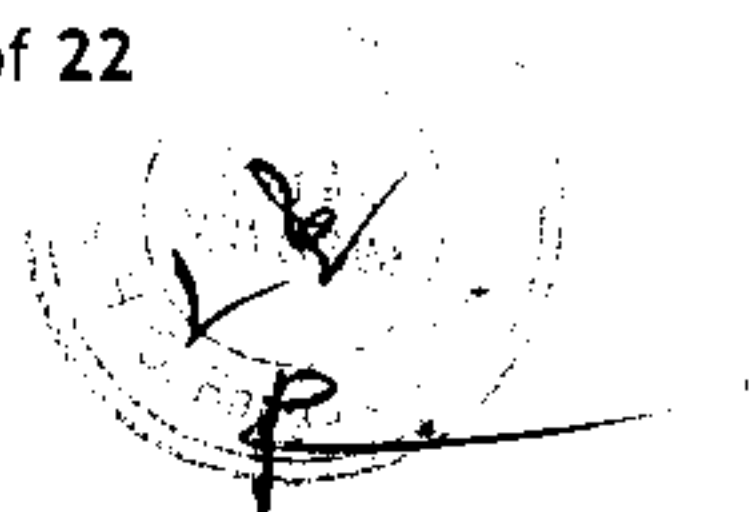
E	Details of personnel	
1	No. of Employees (Permanent / Under Contract) with Dept.-wise break-up [i.e. Production, Quality control, Marketing, Installation & Commissioning, Service, Spare parts, Administrative, etc]	

F	At Service Centres of the applicant all over India	
1	No. of skilled employees	
2	No. of unskilled employees	
3	No. of engineering employees	
4	No. of administrative employees	
5	List of special repair/ workshop facility available	
6	Any other information	

Wherever applicable submit documentary evidence to facilitate verification.

We hereby declare that the information submitted above is true to the best of our knowledge. We understand that in case any discrepancy is found in the information submitted by us our tender is liable to be rejected.

Signature of the Authorized Signatory with date & seal



Annexure - III

LIST OF APPLICANT'S MAJOR CUSTOMERS IN LAST 3 YEARS AND REFERENCES

Sl. No.	Name and complete Postal Address of the Customer (Purchaser)	Name, Designation, Telephone, Fax, Telex Nos., e-mail address of the contact person (customer)	Nature and Description, Quantity of Goods supplied by the customer during last 3 years	Value of Goods supplied in last 3 years	1) Reference Letter to be Enclosed 2)Purchase Orders to be enclosed for the above References
1	2	3	4	5	6

(Enclose necessary documentary proof)

Signature of the Authorized Signatory with date & seal



Annexure - IV

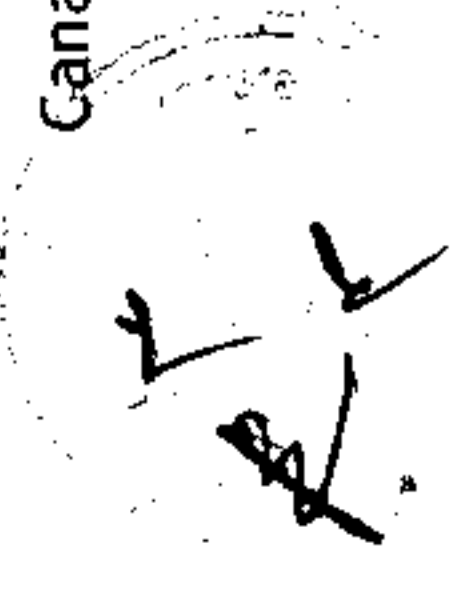
SERVICE SUPPORT DETAILS

Sl. No.	NAME OF THE BUSINESS CENTER	NAME OF THE SERVICE CENTER	ADDRESS AND TELEPHONE No's OF THE SERVICE AGENT SUPPORTING THE CENTER IN COL. 3	IN RESPECT OF COLUMN 4 PLEASE STATE WHETHER OWN BRANCH OR FRANCHISEE	STATUS OF OFFICE, WORKING DAYS AND HOURS	NUMBER OF NETWORK EXPERTS	NUMBER OF ADMINISTRATION STAFF	VALUE OF MINIMUM STOCK OF SPARES AVAILABLE AT ALL TIMES	LIST OF MODELS & TYPES OF LAN/WAN DEVICES AND PERIPHERALS SERVICED IN LAST 2 YEARS
1	2	3	4	5	6	7	8	9	10
1	Greater Mumbai								
2	Delhi								
3	Bangalore								
4	Kolkata								
5	Chennai								
6	Hyderabad								
7	Ahmedabad								
8	Pune								
9	Lucknow								
10	Chandigarh								
11	Jaipur								
12	Noida								
13	Patna								
14	Gurgaon								
15	Bhopal								

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16	Vadodara																		
17	Bhubaneswar																		
18	Kochi																		
19	Nagpur																		
20	Kanpur																		
21	Guwahati																		
22	Thiruvananthapuram																		
23	Indore																		
24	Dehradun																		
25	Coimbatore																		
26	Ludhiana																		
27	Visakhapatnam																		
28	Surat																		
29	Jalandhar																		
30	Navi Mumbai																		
31	Ghaziabad																		
32	Ranchi																		
33	Faridabad																		
34	Thane																		
35	Raipur																		
36	Panchkula Urban Estate																		
37	Varanasi																		
38	Mangalore																		
39	Amritsar																		
40	Allahabad																		
41	Bidhan Nagar																		

69	Panvel																								
70	Thrissur																								
71	Aurangabad																								
72	Cuttack																								
73	Margao																								
74	Sambalpur																								
75	Belgaum																								
76	Shillong																								
77	Tirupati																								
78	Kozhikode																								
79	Anand																								
80	Ajmer																								
81	Kota																								
82	Puducherry																								
83	Bhuj																								
84	Bhavnagar																								
85	Bareilly (MC)																								
86	Aligarh																								
87	Salem																								
88	Durgapur																								
89	Jamnagar																								
90	Bhilai Nagar																								
91	Rohtak																								
92	Kukatpally																								
93	Agartala																								
94	Singrauli																								
95	Guntur																								



96	Mormugao								
97	Asansol								
98	Chaibasa								
99	Kolhapur								
100	Moradabad								

(Enclose necessary documentary proof)

Signature of the Authorized Signatory with date & seal

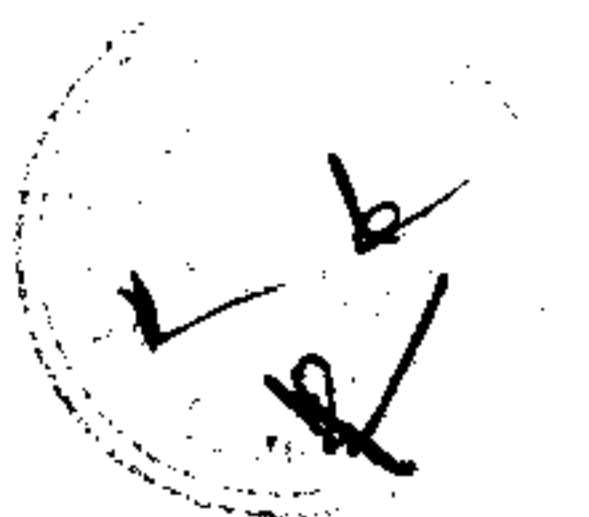


ANNEXURE - V

Undertaking letter format

We undertake to establish service center support & MPLS POP in all the places as per Annexure IV of this EOI, if we are selected as service provider and firm order is placed by the Bank for establishing connectivity in the above referred places, before signing the contract agreement with the Bank to execute the order.

Signature of the Authorized Signatory with date & seal



ANNEXURE - VI

Authorization letter format

The Deputy General Manager
Canara Bank,
Asset Procurement & Management Group
DIT Wing
Naveen complex, 14 MG Road
Bangalore - 560 001

Date _____

Dear Sir,

SUB: Authorization Letter for attending the Bid Opening

REF: YOUR EOI NO: 06/2011-12 dated 22-11-2011.

This has reference to your above EOI for Empanelment of WAN service providers in Bank.

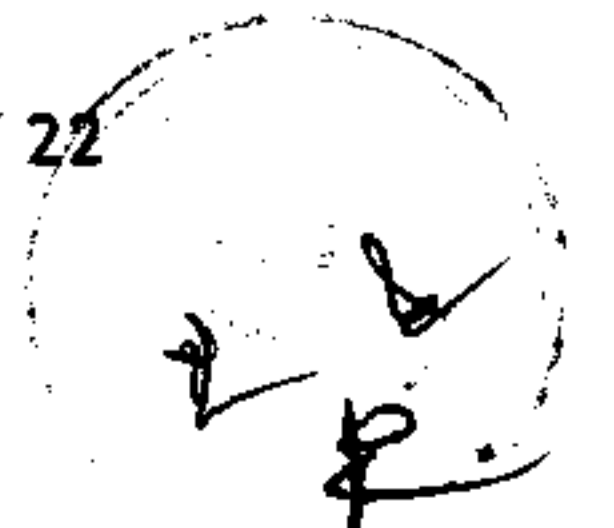
Mr. / Miss/Mrs. _____ is hereby authorized to
attend the bid opening of the above EOI _____ DT: _____ on
_____ on behalf of our organization.

The specimen signature is attested below:

Specimen Signature of Representative

Signature of Authorizing Authority

Name of Authorizing Authority



Annexure - VII

BANK GUARANTEE FORMAT FOR EARNEST MONEY DEPOSIT

To

.....
.....
.....
.....

WHEREAS _____(Name of Tenderer) (hereinafter called "the Tenderer" has submitted its tender dated _____ (Date) for the execution of (Name of Contract)_____ (hereinafter called "the Tender") in favour of _____ hereinafter called the "Employer";

KNOW ALL MEN by these presents that we,(name of the issuing Bank), a body corporate constituted under the having its Head Office atamongst others a branch/office at _____ (hereinafter called "the Bank" are bound unto the employer for the sum of Rs_____ .

(Rupees_____only) for which payment well and truly to be made to the said Employer, the Bank binds itself, its successors and assigns by these presents;

THE CONDITIONS of this obligation are:

- (a) If the Tenderer withdraws its Tender during the period. of Tender validity specified in the Tender; or
- (b) If the Tenderer having been notified of the acceptance of his Tender by the Employer during the period of Tender validity;
 - (i) Fails or refuses to execute the Agreement, if required; or
 - (ii) Fails or refuses to furnish the performance security, in accordance with clause _____ of conditions of Contract.



We undertake to pay to the Employer up to the above amount upon receipt of his first written demand without the Employer having to substantiate his demand, provided that in his demand the Employer will note that the amount claimed by him is due to him owing to the occurrence of one or both of the two conditions, specifying the occurred condition or conditions.

Notwithstanding anything herein contained,

- (i) Our liability under this Guarantee shall not exceed Rs. _____ (Rupees _____ only)
- (ii) This Bank Guarantee is valid up to _____: and
- (iii) We are liable to pay the guaranteed amount or any part thereof under this Bank Guarantee only and only if you serve upon us a written claim or demand on or before _____ (mention period of the Guarantee as found under clause (ii) above plus claim period)

Dated _____ day of _____ 20____

SIGNATURE OF THE BANK



ANNEXURE VIII

Technical Evaluation:
Detailed Evaluation parameters

Sl No	Evaluation Parameter	Marks	Max. Marks	Tot. Marks
1	Bidder must be an NLD operator in India	5	5	
2	Bidder's incorporation and presence in India			
	More than 5 years	5	5	
	Between 3 years and 5 years	3		
3	Bidder must have office in Bangalore with authorized officials to deal with Bank	5	5	
4	Availability of support centers in all the prominent places of India, as per Annexure IV			
	For each location	0.25	25	
5	Implementation of WAN connectivity over fiber / copper			
5.1	Total number of WAN connections			
	More than 5000 locations	10		
	Between 3000 and 5000 locations	7	15	
5.2	Minimum single order locations			
	More than 500	5		
	Between 200 to 500	3		
6	Availability of MPLS POP in all the prominent places of India, as per Annexure IV			
	For each location	0.25	25	
7	Fiber optic cable presence across India			
	Cable Kilometers more than 50,000 Km	10		
	Cable Kilometers more than 25,000 Km & Less than 50,000Km	8	10	
8	Annual turnover for the last 3 years on WAN connectivity provisioning over fiber / copper			
	More than 100 crores per annum	10	10	
	Between 50 crores and 100 crores per annum	5		
	Total		100	

