



SELECTION OF STRATEGIC PARTNERS FOR GAIL IN TELECOM & DATA CENTER BUSINESS

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**GAIL (India) Limited  
(A GOVT. OF INDIA UNDERTAKING)**



**REVISED EXPRESSION OF INTEREST  
(NO: GAIL/NOIDA/GAILTEL/BUSINESS/2017)**

**SELECTION OF STRATEGIC PARTNERS FOR GAIL  
IN TELECOM & DATA CENTER BUSINESS**

**Date of Issue: 23<sup>rd</sup> Nov'17 (via Corrigendum No.1)**

**Due date for Submission: 22<sup>nd</sup> Dec'17**



## **A. About GAIL:**

GAIL (India) Ltd. is India's largest natural gas company, ranked amongst top gas utilities in Asia. Its business activities range from Gas transmission and Marketing to Gas Processing; transmission of liquefied Petroleum Gas (LPG); production and marketing of Petrochemicals. It also has presence in Liquefied Natural Gas (LNG) re-gasification, City Gas Distribution and Exploration & Production through equity and joint venture participations. Further, GAIL has also diversified into solar, wind power re-generation and Telecom business.

Currently, GAIL has around 12,000 km of pipeline network of Natural Gas (NG) and Liquefied Petroleum Gas (LPG). This PAN-India network shall further expand to around 17,000 kms by the year 2019.

## **B. About GAILTEL:**

GAILTEL, the Telecom & Telemetry services arm of GAIL (India) Limited, is providing communication services for its business critical pipeline Supervisory Control and Data Acquisition (SCADA), Enterprise Resource Planning (ERP) for automation of organization-wide business processes/functions, inter/intra office communications, CCTV systems, IT services, etc. apart from commercially leasing telecom services to telecom operators across India since 2001.

GAILTEL has laid OFC and telecom infrastructure along the NG and LPG pipeline within existing Right of Way (RoW) through setting up of required facilities and operating the same as per applicable rules and regulations. GAILTEL has more than 100 nos. of experienced Telecom executives for O&M and execution of Projects in PAN-India GAILTEL network.

Currently, GAILTEL has a reach of around 12000 Km of OFC network



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along GAIL's reliable cross country pipelines connecting more than 100 towns/cities across India. Additionally, GAILTEL also has a non-pipeline OFC network of approx. 1500 kms along major Highways covering major-cities.

GAILTEL services include long term lease of Dark Fibre under IRU, Tower space, collocation facilities and point-to-point leased line Bandwidth services. GAILTEL PAN-India OFC network is built largely along the highly secured GAIL's cross country pipeline corridor and ensure highly reliable and error free service to its internal & external customers.

The PAN-India GAILTEL network is managed centrally on 24X7 basis from a state-of-art Network Management Centre (NOCC) at Noida, with DR NOCC at Mumbai. Further, OFC maintenance teams are deployed for round the clock O&M of Pan-India OFC network.

### **C. Objective of EOI:**

GAIL is looking for a long-term partnership with 2 nos. of strategic partners for the following:

- i. To create a PAN-India high capacity Optical Fibre Cable grid network, encompassing the major cities such as Delhi → Mumbai → Bengaluru → Chennai → Vizag → Bhubaneshwar → Kolkata → Patna → Varanasi → Delhi routes and harnessing the telecom related opportunities offered on this proposed high capacity OFC network, for doing sustainable business in the field of bandwidth leasing, , Internet connectivity, Fibre-to-Home (FTTH), etc.



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- ii. Establishing, Operating and maintaining Data centers across major cities to harness business opportunities in Data Centre services.

**D. Scope of long-term Partnership with 2 nos. of partners under EOI would be as follows:**

**[Note: A company can apply for Selection as a Partner in EITHER OR BOTH of the partnership (s), based on eligibility criteria for Telecom and Data Center Business. However, both proposals are to be submitted separately]**

**1. Partnership I (Telecom Business):**

- Augmentation/ Build-up of High capacity network using existing PAN-India GAILTEL OFC infrastructure, for doing sustainable business in the field of bandwidth leasing.
- Marketing of Telecom business services for generating sustainable revenue stream.
- Assessing the business demand in the market w.r.t potential of PAN-India GAILTEL network and accordingly developing sustainable business models under revenue and profit sharing modes.

**1.1 Scope of Work:**

**a. Building High Capacity Network:**

High Capacity network need to be built using existing 1 pair/ 2 pairs of GAIL fiber on the following routes:



- **Bengaluru - Mumbai route:** Using pipeline routes of Dabhol – Bengaluru network, Dahej – Uran network & Dabhol – Panvel network
- **Mumbai - Delhi route:** Using pipeline routes of Hazira – Vijaipur -Jagdishpur & Jamnagar – Loni OFC network.
- **Delhi - Kolkata – Bhubaneshwar route:** Using pipeline routes of upcoming Jagdishpur - Haldia network (to be completed by year 2019)
- **Bengaluru – Chennai:** Since Chennai is a strategic location for Data Centre business and GAIL pipeline network is currently not available in this route, provision of hired high capacity bandwidth/ fibre from 3<sup>rd</sup> party service providers shall be explored to build the high capacity network on this route.

**Note:**

- i. **The partner shall take into account the entire PAN-India Telecom network of GAIL, both existing and upcoming, while proposing any Telecom business case. The existing and upcoming OFC network details are placed as Annexure-I & II.**
- ii. **Apart from the existing 1 pair/ 2 pairs of spare fibers for High Capacity network built-up, if required, additional spare fibers may also be provisioned for network development/ protection under the Scope of**



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**Partnership, solely on the discretion of GAIL.**

**b. Building OFC network in City Gas Distribution (CGD) cities:**

- GAIL is laying fibre along with steel as well as Medium Density Polyethylene (MDPE) pipeline network in CGDs to ensure last-mile connectivity with potential corporate business customers in CGD networks for Office Connectivity as well as Data Centers
- Fibre being laid in CGD network can be used to capture the growing bandwidth demand for services like IPTV, Video-on-Demand, High speed internet, etc. using Fibre-to-the-Home (FTTH) infrastructure in collaboration with service providers (B2B model).

**c. Building last-mile connectivity in Smart Cities:**

- Hiring of fibre from nearest P/L facility to the Point-of-Presence (PoP) of service provider for providing Intra-city last mile connectivity may be done in order to provide connectivity to Corporate Enterprises and Data Centers in Smart Cities.
- In addition, this network may also be used for provision of Internet services/ Data Centre connectivity to Internet Services Providers in Smart Cities.



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## 1.2 Eligibility Criteria for Selection of Telecom Business

### Partner:

- i. This Invitation for Proposals, issued by the GAIL is open to all firms including company (ies), Government owned Enterprises registered and incorporated in India as per Companies Act, 1956 and 2013
- ii. Any organization debarred/black-listed by Central/State Government/PSU/GAIL, shall not be allowed to participate in this EOI directly or through respective partner/entity. Bidder need to submit an affidavit in this regard executed by their respective authorize signatory. Copy of board resolution/POA to be submitted along with their response against the authorized signatory.
- iii. The Invitation for Proposals, issued by the GAIL is open to firms that possess a Telecom license - Telecom infrastructure provider registration (IP-1) / telecom license (ISP, UL, NLD) issued from the Department of Telecom, Govt. of India for providing telecom services. In case, the applicant does not possess a valid license or has applied for the same, the applicant shall submit an undertaking of obtaining the same within one hundred eighty (180) days of the signing of MoU with the applicant selected by GAIL.
- iv. The applicant or its Parent Company must be owning and maintaining minimum of One Thousand (1000) Km of Underground / OPGW Fiber. **In such cases, the Applicant shall be 100 % subsidiary of Parent company.**

### **1.3 Evaluation of Proposals for Selection of Telecom Business Partner**

- The interested applicants shall be required to submit following supporting documents along with their EOI response:
  - (a) Certificate of company incorporation
  - (b) Service tax registration certificate.
  - (c) Copy of PAN.
  - (d) Background and capability statements of the applicant including details of licence/ registration from DoT with it's validity as well as details of Telecom Infrastructure/ services owned/ controlled by the Applicant;
  - (e) Documents as per the above eligibility criteria
  - (f) Financial Capacity statements of the applicant (annual turn-over/ net-worth) during the last three years. (Please furnish copies of MoA, AoA and Audited Annual Reports of the last 3 years i.e FY 2014-2015, FY 2015-2016, FY 2016-2017).
  - (g) Financial Capacity statements/Technical experience or expertise of parent company of the Applicant is also admissible, provided the Parent company must provide an Undertaking (on the Letter head of Parent Company) mentioned in the





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attached **Annexure-III. In such cases, the Applicant shall be 100 % subsidiary of Parent company.**

- (h) In case, the applicant is dependent upon Parent Company for qualifying against this EOI, then the applicant shall submit the approved Parent Company's Board Resolution committing the amount of investment under the Telecom Business. **In such cases, the Applicant shall be 100 % subsidiary of Parent company.**
- (i) In case of Telecom Service Provider, please provide the details of types of licenses held viz. NLD, ISP, IP-I, IP-II etc. along with effective date of license(s) and date of commencement of services in each license. Please mention whether liquidated damages have ever been imposed/ paid for delay in commissioning of services against any license, if so, the details thereof;
- (j) Views of the Applicants for taking up this project highlighting the following:
- i. GAIL India Ltd, P/L OFC route/ areas proposed to be covered on priority basis;
  - ii. Proposed business model –technical, commercial and regulatory perspectives;



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- iii. Technical plan including infrastructure requirements for creation of Telecom Infrastructure;
  - iv. Financial viability of the project including revenue model including NPV calculations and revenue forecast.
  - v. Various items of Telecom Infrastructure that can be incorporated as part of this project and suggested specification for such items and rentals on users for sharing telecom infrastructure;
  - vi. Average lead time required for setting up and commissioning of proposed Telecom Infrastructure; and
  - vii. License/ clearance requirements from various authorities involved.
- (k) Any other relevant input the applicant may like to share with GAIL.

*Note:*

*Only concise and relevant information should be submitted as a part of the EoI. Any concealing of Information may lead to disqualification by GAIL.*

- The short-listed applicant shall be required to make a detailed presentation covering the information contained in their EOI response before a Techno-Commercial Committee constituted by GAIL (Date/ time for meeting will be informed after receipt of EOI and examining the



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same, if required). The capability and quality of information submitted by the Applicants, which meet GAIL's objectives, shall form the basis for shortlisting of the Applicants.

- The Technical proposal for selection of Telecom Business Partner shall be evaluated based on the parameters given below:

| <b>Technical Parameter</b>              | <b>Key evaluation criteria</b>                                                                                                                                                                                                                                 |
|-----------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Proposed Business Model                 | <ul style="list-style-type: none"><li>• Strength of the business model;</li><li>• Availability and duration of requisite licenses held;</li><li>• Revenue generation potential;</li><li>• Certainty of the cash flows and dependence on partnerships</li></ul> |
| Business and Operational Synergies      | <ul style="list-style-type: none"><li>• Extent of GAILTEL's Infrastructure proposed to be leveraged;</li><li>• Scale of the operations proposed;</li><li>• Synergy with the firm's existing and proposed business</li><li>• Synergy with GAILTEL</li></ul>     |
| Size and scale of the bidder's business | <ul style="list-style-type: none"><li>• Aggregate Annual Turnover(Cr.);</li><li>• Strength of existing businesses</li><li>• Size and scale to the proposed business models</li><li>• Extent of infrastructure of the bidder that shall be leveraged</li></ul>  |



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|                        |                                                                                                                                                                                                                                         |
|------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Investment capability  | <ul style="list-style-type: none"><li>• Willingness to invest by the bidder;</li><li>• Financial return expectations of the bidder;</li><li>• Willingness to share the risks</li></ul>                                                  |
| Implementation plan    | <ul style="list-style-type: none"><li>• Robustness of the implementation plan;</li><li>• Available Skill Set &amp; Resource plan for implementation;</li><li>• Modalities proposed for implementation (JV/ MoU/ Contract etc)</li></ul> |
| Technical Presentation | Covering the above mentioned aspects for a sustainable business model                                                                                                                                                                   |

- The commercial model should contain various elements of financial consideration including:
  - The payout model proposed by the bidder (lump-sum, annuity, revenue/ profit share etc.)
  - Investment plans by the bidder and investment required by GAIL, if any
  - One-time / lump sum payment planned to be paid by the bidder, if any
  - Cash flow projections in case of variable payout model proposed
  - Duration of the tenure



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**Note: The applicant may propose more than one techno-commercial business model for evaluation by GAIL**

- In addition to documents mentioned in this EOI, further if any other relevant document required for the evaluation, same shall be submitted by the applicants or GAIL may ask as a part of clarification to their EOI response.

#### **1.4 Other Terms & Conditions**

- GAIL shall be at liberty to appropriately use the information submitted under the EOI. The EOI shall be submitted at the address given **below not later than 15:00 hrs. on 22<sup>nd</sup> December 2017:**

**General Manager (GAILTEL)**

**(Kind Attn: – Shri D S Paswan)**

**GAIL INDIA LIMITED,**

**B-35 & 36, Sector –01, Noida, 201301**

**Phone: 0120 – 2446400 /4862400 Extn. 11136**

**Mobile No: 9610448032**

**Email: [dspaswan@gail.co.in](mailto:dspaswan@gail.co.in)**

Any other query before submission of responses to EOI may also be sent on the above mentioned address.

**Further, any amendments/ corrigendum to this EOI shall be hosted only on the GAIL's Website: [www.gailonline.com](http://www.gailonline.com). Applicants shall visit this web-link for latest information on the subject EOI before final submission.**



- ii. EoI document along with its response must be signed by the authorized person of the company. The Power of Attorney in the name of the Authorized person should be submitted along with the bid. Also, kindly attach the board resolution letter/POA against the signatory name.
- iii. The invitation and submissions under this EOI shall not be binding on GAIL or any of the participants in any manner. Further, GAIL shall reserve the right to reject any or all of the submissions received or cancel the EOI process without assigning any reasons whatsoever and without any liability on any account to the bidder's.
- iv. Statutory clearances and approvals etc. required for setting up the project shall be taken up by the partner(s) at their own risk and cost with necessary support from GAIL.

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## **2. Partnership II (Data Center Business): Selection of Data Center Business Partner**

- Establishing, Operating and maintaining Data Centers in Tier-1 cities (Metros) and major smart cities under Tier-2 category to harness business opportunities in Data Centre and Clouding services.

### **2.1 Scope of Work:**

#### **a. Building Data Centers across major cities:**

- GAIL along with the strategic partner intends to provide Data Centre Services (including Clouding services) depending upon the expertise of strategic partner. While provision of Infrastructure such as Space (Building), Power, AC, Security, Fire Safety, etc. and providing connectivity using GAILTEL Network shall be in the scope of GAIL, the partner shall provide and maintain the necessary IT hardware, Software, ISP connectivity and Marketing of the Data Center Solutions. Any pre-requisite or exclusion's not being covered by the partner/s should be clearly mentioned in their proposal in a separate response section.

**Note: However, depending upon the business model proposed by the Applicant, GAIL may consider investing in other assets such as IT Hardware, etc.**



- Potential Locations for building Data Centers:
  - In metropolitan areas, existing Data Centre at Noida and GAIL locations such as Mumbai may be used for execution of GAIL's scope of proposed partnership.
  - In major Tier-2 cities, where GAIL CGD networks are being setup, one floor space may be allocated for creation of small Data Centers on partnership basis.
  - In other major Tier-2 cities, designated as Smart Cities, GAIL installations such as near-by maintenance bases, residence colony, etc. may be utilized for execution of GAIL's scope of proposed partnership. The data centers at these locations may be used to harness big data requirement of Smart Cities and requirement of connecting big data centers in Tier-1 cities with small data centers.

## **2.2 Eligibility Criteria for selection of Data Center Business Partner:**

- This Invitation for Proposals, issued by the GAIL is open to all firms including company (ies), Government owned





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Enterprises registered and incorporated in India as per Companies Act, 1956 and 2013

- Any organization debarred/black-listed by Central/State Government/PSU/GAIL, shall not be allowed to participate in this EOI directly or through respective partner/entity. Bidder need to submit an affidavit in this regard executed by their respective authorize signatory. Copy of board resolution/POA to be submitted along with their response against the authorized signatory
- The Invitation for Proposals, issued by the GAIL is open to firms that comply with the following:
  - The applicant must possess an 'Other Service Provider' (OSP) license for Data Centers from the government. Relevant documentary proof to be enclosed along with their response.
  - The applicant shall be Ministry of Electronics and Information Technology (MeitY) empaneled for offering Cloud services. Relevant documentary proof to be enclosed along with their response.
  - The applicant shall comply security requirements applicable to CSPs/Service Providers published (or to be published) by MeitY or any standards body setup / recognized by Government of India from time to time and notified to the CSP/Service Providers by MeitY as a mandatory standard. Relevant documentary proof to be enclosed along with their response.



- The applicant shall meet all the security requirements indicated in the IT Act 2000, the terms and conditions of the Provisional Empanelment of the Cloud Service Providers and shall comply to the audit criteria defined by STQC. Relevant documentary proof to be enclosed along with their response.
  
- The applicant must have established and maintained minimum two nos. (2 nos.) of Data Centers (along with DR facilities) for commercial purpose across same/ different cities within India with minimum total provisioning capacity of 200 Racks. Data Center established and maintained shall be owned by the applicant and shall have a separate building or in a non-commercial premises. The data centers established must comply to the following standards of Ministry of Electronics and Information Technology (MeitY):
  - Certified by Uptime Institute for at least TIER III
  - ISO 27001 - Data Center, Disaster Recovery facilities and the cloud services certified for the latest version of the standardsFor the above, Relevant documentary proof to be enclosed along with their response.

### **2.3 Evaluation of Proposals for selection of Data Center Services Partner:**

- The interested applicants shall be required to submit following details along with their EOI:
  - (a) Certificate of company incorporation
  - (b) Service tax registration certificate.
  - (c) Copy of PAN.
  - (d) Background and capability statements of the applicant including details of licence/ registration from DoT, details of their current empanelment with MeITY/Government Organisation registration as well as details of Data Center Infrastructure/ services owned/ controlled by the Applicant;
  - (e) Documents as per the eligibility criteria
  - (f) Financial Capacity statements of the applicant (annual turn-over/ net-worth) during the last three years. (Please furnish copies of MoA, AoA and Audited Annual Reports of the last 3 years i.e FY 2014-2015, FY 2015-2016, FY 2016-2017)
  - (g) Views of the Applicants for taking up this project highlighting the following:
    - i. Proposed business model –technical, commercial and regulatory perspectives;
    - ii. Technical plan including infrastructure requirements for creation of Data Center Infrastructure;



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- iii. Financial viability of the project including revenue model including NPV calculations and revenue forecast.
  - iv. Average lead time required for setting up and commissioning of proposed Data Center; and
  - v. License/ clearance requirements from various authorities involved.
- (h) Any other relevant input the applicant may like to share with GAIL.

*Note: Only concise and relevant information should be submitted as a part of the EoI. Any concealing of Information may lead to disqualification.*

- The short-listed applicant shall be required to make a detailed presentation covering the information contained in their EOI before a Techno-Commercial Committee constituted by GAIL (Date/ time for meeting will be informed after receipt of EOI and examining the same, if required). The capability and quality of information submitted by the Applicants, which meet GAIL's objectives shall form the basis for shortlisting of the Applicants.
- The Technical proposal for selection of Data Center Business Partner shall be evaluated based on the parameters given below:



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| <b>Technical Parameter</b>              | <b>Key evaluation criteria</b>                                                                                                                                                                                                                                                          |
|-----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Proposed Business Model                 | <ul style="list-style-type: none"><li>• Strength of the business model;</li><li>• Availability and duration of requisite Data Center related licenses held;</li><li>• Revenue generation potential;</li><li>• Certainty of the cash flows and dependence on partnerships</li></ul>      |
| Business and Operational Synergies      | <ul style="list-style-type: none"><li>• Extent of GAILTEL's Infrastructure proposed to be leveraged;</li><li>• Scale of the operations proposed;</li><li>• Synergy with the firm's existing and proposed business</li><li>• Synergy with GAILTEL</li></ul>                              |
| Size and scale of the bidder's business | <ul style="list-style-type: none"><li>• Aggregate Annual Turnover(Cr.) from Data Center Business;</li><li>• Strength of existing businesses</li><li>• Size and scale to the proposed business models</li><li>• Extent of infrastructure of the bidder that shall be leveraged</li></ul> |
| Investment capability                   | <ul style="list-style-type: none"><li>• Willingness to invest by the bidder;</li><li>• Financial return expectations of the bidder;</li><li>• Willingness to share the risks</li></ul>                                                                                                  |



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|------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Implementation plan    | <ul style="list-style-type: none"><li>• Robustness of the implementation plan;</li><li>• Available Skill Set &amp; Resource plan for implementation;</li><li>• Modalities proposed for implementation (JV/ MoU/ Contract etc)</li></ul> |
| Technical Presentation | Covering the above mentioned aspects for a sustainable business model                                                                                                                                                                   |

- The commercial model should contain various elements of financial consideration including:
  - The payout model proposed by the bidder (lump-sum, annuity, revenue/ profit share etc.)
  - Investment plans by the bidder and investment required by GAIL, if any
  - One-time / lump sum payment planned to be paid by the bidder, if any
  - Cash flow projections in case of variable payout model proposed
  - Duration of the tenure

**Note: The applicant may propose more than one techno-commercial business model for evaluation by GAIL**

- In addition to documents mentioned in this EOI, further if any other relevant document required for the



evaluation, same shall be submitted by the applicants as per the clarifications.

## 2.4 Other Terms & Conditions:

- GAIL shall be at liberty to appropriately use the information submitted under the EOI. The EOI shall be submitted at the address given **below not later than 15:00 hrs. on 22<sup>nd</sup> December 2017:**

**General Manager (GAILTEL)**

**(Kind Attn: – Shri D S Paswan)**

**GAIL INDIA LIMITED,**

**B-35 & 36, Sector –01, Noida, 201301**

**Phone: 0120 – 2446400 /4862400 Extn. 11136**

**Mobile No: 9610448032**

**Email: dspaswan@gail.co.in**

Any other query before submission of responses to EOI may also be sent on the above mentioned address.

**Further, any amendments/ corrigendum to this EOI shall be hosted only on the GAIL's Website: [www.gailonline.com](http://www.gailonline.com). Applicants shall visit this web-link for latest information on the subject EOI before final submission.**

- EoI document must be signed by the authorized person of the company. The Power of Attorney in the name of the Authorized person should be submitted along with the bid



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- The invitation and submissions under this EOI shall not be binding on GAIL or any of the participants in any manner. Further, GAIL shall reserve the right to reject any or all of the submissions received or cancel the EOI process without assigning any reasons whatsoever and without any liability on any account.
- Statutory clearances and approvals etc. required for setting up the project shall be taken up by the partner(s) at their own risk and cost with necessary support from GAIL.



| EXISTING GAIL OFC NETWORK                           |                     |             |                                                                                                                                                                                                |
|-----------------------------------------------------|---------------------|-------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| S.No.                                               | Fiber routes        | Length (km) | Major Cities where GAIL OFC network available                                                                                                                                                  |
| 1                                                   | HVJ                 | 1179        | Surat, Bharuch, Vadodara, Panch Mahals, Dahod, Rajgarh, Jhabua, Datia, Dhar, Ujjain, Indore, Guna, Ashoknagar, Shivpuri, Gwalior, Jhansi, Jalaun, Auraiya, Shahjahanpur, Kanpur                |
| 2                                                   | GREP_VDPL           | 456         | Guna, Shivpuri, Gwalior, Bhind, Morena, Dholpur, Agra, Bharatpur, Mathura, Firozabad, Faridabad, Delhi, Gautam Buddha Nagar, Bulandshahr                                                       |
| 3                                                   | VKPL                | 140         | Guna, Baran, Kota                                                                                                                                                                              |
| 4                                                   | DVPL                | 610         | Bharuch, Vadodara                                                                                                                                                                              |
| 5                                                   | BNPL                | 680         | Delhi, Ghaziabad, Meerut, Sonapat, Baghpat, Muzaffarnagar, Saharanpur, Yamuna Nagar, Fatehgarh Sahib, Ludhiana, Ambala, Patiala, Barnala, Bathinda, Haridwar, Jalandhar, Nawan Shahr, Rupnagar |
| 6                                                   | DBPL                | 1001        | Ratnagiri, Kolhapur, Belgaum, Bellary, Chitradurga, Dharwad, Gadag, Davanagere, Sindhudurg, North Goa, South Goa, Tumkur, Bengaluru Rural, Bengaluru, Bangalore Urban                          |
| 7                                                   | DUPL_DPPL           | 875         | Surat, Dadra and Nagar Haveli, Ratnagiri, Thane, Bharuch, Vadodara, Raigarh, Palghar, Pune, Valsad, Navsari, Mumbai, Greater Bombay                                                            |
| 8                                                   | JLPL                | 1414        | Jamnagar, Kachchh, Patan, Alwar, Sirohi, Banas Kantha, Pali, Jodhpur, Ajmer, Jaipur, Palwal, Gurgaon, Faridabad, South Delhi, Ghaziabad                                                        |
| 9                                                   | VSPL                | 618         | Visakhapatnam, Krishna, Rangareddy, East Godavari, West Godavari, Nalgonda, Cherlapally                                                                                                        |
| 10                                                  | KKMBPL              | 879         | Ernakulam                                                                                                                                                                                      |
| 11                                                  | CJPL_SNPL_CGPL_DMPL | 274         | Gurgaon, Alwar, Rewari, Faridabad, Delhi, Gautam Buddha Nagar                                                                                                                                  |
| 12                                                  | KMKRPL              | 150         | Udham Singh Nagar, Rampur                                                                                                                                                                      |
| 13                                                  | LRPL_DGRPL_JLPL     | 151         | Jaisalmer                                                                                                                                                                                      |
| 14                                                  | K G BASIN           | 881         | East Godavari, Krishna, West Godavari                                                                                                                                                          |
| UPCOMING GAIL OFC NETWORK (TO BE COMPLETED BY 2020) |                     |             |                                                                                                                                                                                                |
| S.No.                                               | Fiber routes        | Length (km) | Major Cities through which Fibre                                                                                                                                                               |
| 1                                                   | JHPL                | 3500        | Varanasi, Sasaram, Aurangabad, Gaya, Nalanda, Begusarai, Patna, Hazaribag, Dhanbad, Bokaro, Ranchi, Jamshedpur, Rourkela, Bhubaneswar, Kolkata, North 24 Parganas                              |
| 2                                                   | KMPL                | 350         | Kochi, Kozhikode, Mangalore                                                                                                                                                                    |
| 3                                                   | KBPL                | 550         | Kochi, Palghat, Coimbatore, Hosur, Bangalore                                                                                                                                                   |



# Existing OFC Network



# Upcoming OFC Network





**ANNEXURE-III**

*On the letter head of parent company (signed & seal by authorized signatory)*

To,

**General Manager (GAILTEL)  
GAIL INDIA LIMITED,  
B-35 & 36, Sector -01, Noida, 201301  
Phone: 0120 – 2446400 /4862400 Extn. 11136  
Email: [dspaswan@gail.co.in](mailto:dspaswan@gail.co.in)**

**Subject: Undertaking against certificate of knowledge transfer of knowhow/Past experience to the bidder firm against GAIL eligibility qualifying criteria**

**Reference: Expression of Interest for selection of strategic Partners for GAIL in Telecom and Data Center Business due for submission on 22<sup>nd</sup> December, 2017 at 15:00hrs**

Dear Sir,

This is with reference to above subject, we (mention the name of parent company firm) are the parent company of M/s (name of bidding firm) which is our 100% subsidiary of parent firm.

*(Attaching the latest audited financial statements certified copy)*

We hereby undertake to confirm that against your mentioned eligibility/qualifying criteria no. \_\_\_\_\_ mentioned on page \_\_\_\_\_, our subsidiary company M/s \_\_\_\_\_ are submitting their offer & we take full joint responsibility for transfer of knowhow technology/past project experience executed by us directly along with technical & business skill set expertise available currently with us.

We are enclosing all such references against the participation of above EOI response along with M/s \_\_\_\_\_ based on which our response will be evaluated by GAIL.

In case of further any clarifications, please feel free to let us know to arrange the response at the earliest.

Thanking you and assuring our best services at all times.

**For the parent firm (Name)\_\_\_\_\_**

**Name of Authorized Signatory:\_\_\_\_\_**

**Office Address:\_\_\_\_\_**

**Contact No.\_\_\_\_\_**

**Office Seal:-**

Note: Please enclosed all necessary documents along with copy of power of attorney for authorized signatory along with board resolution letter. Supporting documents should clearly specify the relationship between Parent firm and bidding entity participating in the above EOI.