



EoI Notice No.BSNL/EoI/CNTx-S/CNI/EB/1, Dt.12.02.2025

**Global Expression of Interest
for
Providing Leo-Ku Band Satellite services on Managed Service model**

**BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)**

**Office of Chief General Manager,
Bharat Sanchar Nigam Limited,
Core Network Transmission- South,
11, Link Road, Ganapathy Colony,
Guindy, Chennai-600032.**

LETTER OF INVITATION

1. Objective of Eol

BSNL is one of the largest Telecom Service Provider's (TSP) in India and is offering various telecom services like Mobile, Land line, Broad Band, MPLS, ILL, FTTH, VSAT, BB-VPN etc. The networks of BSNL are spread across India. Now, BSNL is inviting Eol from the interested parties to establish a satellite communication network over Ku-Band to one of its esteemed customers on Managed Services Model covering tentatively 160 ships and 50 shore locations for providing the following:

- a) High speed satellite based connectivity between ship-ship and ship-shore
- b) VoIP service/direct extension dialling from shore to ship and vice versa.
- c) Live video streaming from ship to shore and video conferencing between ship-ship and ship-shore.
- d) Live Ship Tracking
- e) All terminals to be networked in Closed User Group with dedicated user interface providing email, voice, secure internet etc., as per user requirement.
- f) *The Network will be used for both Internet and Intranet. ACL (Access Control List) will be implemented for internet access.*
- g) VoIP phones and User Terminals (LAPTOP) with adequate cyber security features for each location
- h) Managed Bandwidth Service for Ship Communication: i) MIR:20 Mbps Download & 4 Mbps Upload, ii) CIR: 2 Mbps Download & 0.4 Mbps Upload, iii) Data limit 40GB per month per terminal, iv) Volume of pool is 6400 GB per month for 160 ships
- i) Managed Bandwidth Service for Shore Communication: i) MIR:10 Mbps Download & 2 Mbps Upload, ii) CIR: 2.5 Mbps Download & 0.5 Mbps Upload, iii) Data limit 100GB per month per terminal, iv) Volume of pool is 5000 GB per month for 50 shore establishments.
- j) Equipment deployed shall conform to TEC 42032:2024, TEC 42012:2022 & TEC/IR/SS/SCB-109/01/MAR-19, including the latest amendments, if any. In case GR for any of the products is not available or applicable, International Standard/ International Industry Standards will be applicable. Equipment shall withstand maritime environment /climatic stress.

- k) The LEO Ku-Band services are to be provided PAN INDIA including Maritime zones of India and all across the Globe. The services across globe to be routed only through Gateway located in Indian Territory.
- l) QoS: Minimum Network availability shall be 99.9%; SLA for Customer end Equipment will be 72 Hrs for fault restoration.

2. Compliance of Laws:

Interested parties (vendors) shall perform their duties in strict compliance with respective laws of India along with rules and regulations of duly constituted Govt. Authorities and shall obtain all licenses, other approvals, if any, required by respective laws of India in connection with the services to be rendered.

For this purpose, on behalf of Chief General Manager, CNTx-South, BSNL, Expressions of Interest (EoI's) are invited from Indian as well as Global players in the specified format. The inputs gathered from the EoI's will be used to firm up the tender specifications, Terms & Conditions and budget estimate received from the prospective bidders. BSNL shall invite an open tender subsequently. As part of Technical Evaluation of the tender, bidders will be required to conduct PoC at customer premises.

3. Submission of EoI:

- a) Interested parties can submit the detailed documentation of proposed end to end solution for establishment of Satellite communication network over Ku-band on LEO satellites, incorporating details of suitable hardware and software along with timelines indicating key milestones.
- b) EoI's to be submitted within 15 days from the date of issue.
- c) Interested parties shall submit their EoI with the following information/documents:
 - i) Name and complete address of the entity
 - ii) Registration as Company/LLP/Partnership/ Proprietorship.
 - iii) Name and complete contact details (including Mobile no/Email etc.
 - iv) Average Annual Turnover for last three FY's.
 - v) No. of such end to end solutions being provided/offered with the Certifications established and being maintained as on date for any TSP/ISP in India or abroad or for any Govt. entity/PSUs
 - vi) Complete document on end to end solution on Ku-band LEO satellites along with proposed Schedule of Requirements (SoR) and budgetary quote for each items of SOR.

- vii) Interested parties may respond with their plans/possible collaboration/ technical design/ roadmap etc., so that collaborative effort can be worked out to meet the objective of providing end to end solution for providing satellite communication services over Ku-band through LEO satellites.

4. **Disclaimer:**

The EOI is limited only to identify prospective bidders who have Ku-band BW on LEO satellites and can provide complete end to end solution to BSNL requirement, Viz.,

- Suggestion for Technical specification
- Provide document for complete end to end solution with a presentation at O/o CGM, CNTx-South, Chennai,
- Provide list of SOR
- Provide estimated cost/budget quotes for offered solution.

The applicant/vendors will not have any right for award of work order/APO/PO against this EOI. BSNL reserves the right to cancel this Eoi at any stage and BSNL shall not have any liability towards any of the respondents to the Eoi.

The Expression of Interest detailing the complete plan may please be sent on or before 27-02-2025 to email id: **indu.jaisal@bsnl.co.in**

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