



## **Expression of Interest**

For Leasing of Dark Fibres of GAIL (India) Limited installed  
along GAIL's Gas Pipeline Network

By  
GAIL (India) Limited  
Jubilee Tower, B-35 & 36, Sector-1  
Noida-201301, District- G.B Nagar  
Uttar Pradesh

EOI No.: GAIL\NOIDA\GAILTEL\EMPANELMENT\2022

Date: 10.11.2022

web: [www.gailonline.com](http://www.gailonline.com)

Expression of Interest for empanelment of Telecom service providers for  
Leasing of spare dark Fibres of GAIL (India) Limited installed along the  
Gas pipeline network

EOI NO. : GAIL\NOIDA\GAILTEL\EMPANELMENT\2022

Date: 10.11.2022

**CONTENTS**

SECTION-I EXPRESSION OF INTEREST

SECTION-II TERM SHEET (with Annexure-A)

SECTION-III DARK FIBRE ROUTE DETAILS

SECTION-IV APPLICATION FORMATS\* (With Annexure-B, C & D)

( \*The Application Formats (Annexure-B, C & D) contained in Section-IV are to be submitted by the  
Interested Applicant duly filled in, signed and stamped on each page.)

## **DISCLAIMER**

1. No representation or warranty, expressed or implied, is or will be made as to the reliability, accuracy or the completeness of any of the information contained herein. While this Document has been prepared in good faith, neither GAIL nor any of its respective directors, officers or employees make any representation or warranty or shall have any responsibility or liability whatsoever in respect of any statements or omissions here from. Any liability whatsoever (including any liabilities under law of contract or tort) arising in connection with this EOI is accordingly expressly disclaimed by GAIL.
2. GAIL is not bound to consider for acceptance of any or all the Offers. GAIL reserves the right to reject any or all the Offers without assigning any reasons. No Applicant shall have any cause of action or claim against GAIL or its officers, employees, consultants, agents, successors or assignees for rejection of its Offer.
3. GAIL reserves the right to modify/alter the EOI.
4. Companies under Holiday list by GAIL or the Government of India or any other Public Sector Undertaking under the Government of India are not eligible to participate in the EOI.

## **SECTION-I**

### **Expression of Interest (Eoi)**

#### **Brief Introduction – GAILTEL Business**

##### **Introduction:**

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 generation and Telecom business.

Currently, GAIL has around 17,000 km of pipeline network of Natural Gas (NG) and Liquefied Petroleum Gas (LPG).

##### **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 dark fiber to telecom operators across India.

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

Currently, GAILTEL has a reach of around 11000 Km of OFC network along GAIL's reliable cross-country pipelines connecting more than 100 towns/cities across India. GAILTEL services include long term lease of Dark Fibre , its O&M and co-location (where ever feasible). 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 Operation & Control Center (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.

**SCOPE :**

There is an increasing demand for dark fibre in the Telecom market in view of factors such as focus on increasing digitization and e-governance by the Govt. of India, substantial increase in bandwidth-hungry applications, emphasis on real-time data analytics and Artificial Intelligence, requiring 5G technology, etc.

Therefore, to leverage GAIL's captive OFC network, GAIL intends to empanel Telecom Service providers for two years for leasing its spare dark fiber left after its own captive usage. GAIL has Infrastructure Category – I (IP-I) registration, under which it can lease spare dark fibre along its pipeline to Telecom Service Provider (TSP) (Telecom Licensees under Section 4 of the Indian Telegraph Act, 1885) on long-term basis.

**Offered Services :**

GAIL has Infrastructure Provider Category-I (IP-I) Registration under which GAIL lease/Sale of spare Dark Fiber to Telecom Licensees under Section 4 of the Indian Telegraph Act, 1885.

Presently, GAIL is providing only dark fiber on the mentioned route as per Section-III. However, as an exception, in case of utmost necessity and subject to feasibility and availability of space, co-location space can also be provided as per the terms & conditions mentioned in Annexure – A.

Detailed Term Sheet for Dark Fiber leasing is provided under Section-II.

In this reference, the company invites the letter of 'Expression of interest' from the interested Telecom licensee for expansion of their business by availing GAIL Optical Fibers on lease.

The Application may be uploaded as per Annexure-B, C & D provided under SECTION-IV.

Interested parties may submit their proposal for Expression of Interest through email id [gaitel.business@gail.co.in](mailto:gaitel.business@gail.co.in) .

Any technical queries, information and clarifications may also be emailed to [gaitel.marketing@gail.co.in](mailto:gaitel.marketing@gail.co.in)

Please note that applicants are not required to quote any rates.

Details for Expression of Interest can be submitted online from date 10.11.2022 to date 21.11.2022.

**Eligibility Criteria:**

Qualifying Requirement and documents to be submitted along with EoI:

Qualification of applicant will be based on meeting the qualifying criteria specified below regarding applicant's commercial and technical credibility.

The applicants are required to furnish the notarized copy of following documents (commercial & technical) to assess the capacity and capability of the applicant.

#### 1.0 Commercial:

- i) Certificate of incorporation
- ii) Goods & Service tax registration certificate
- iii) Copy of PAN

Applicant has to submit notarized copy of the above mentioned documents.

#### 2.0 Technical

The applicant must be a licensee of Telecom Services licensed under Section 4 of Indian Telegraph Act, 1885. Applicant has to submit notarized copy of the relevant and valid license issued by DoT.

3.0 The capabilities of interested applicants will be assessed through the information/ credentials submitted by them.

4.0 The approved panel will be for two years commencing from date of issuance of empanelment letter.

5.0 Statutory clearances and approvals etc. required for setting up the last mile connectivity shall be taken up by the Service providers at their own risk and cost.

6.0 Telecom Service providers (TSP) shall develop, finance, design, construct, own, maintain, operate and repair the telecom infrastructure established by them under the last mile connectivity. This would include assets such as Networking Equipment and Associated Cabling (including earthing) as well as the related infrastructure such as shed, Battery bank, Air conditioning and telecom equipment etc. GAIL will not be responsible for all such system installed by the applicant. However, based on availability of space at GAIL premises, GAIL may lease out the space as per the terms & conditions mentioned in Annexure-A.

7.0 In the entire process of this EOI for empanelment of TSPs for leasing out of spare dark optical fibers of GAIL network to Telecom Service providers, decision of Owner shall be final and binding on the Applicant.

8.0 OFC network of GAIL shall be leased out to the Applicant (lessee) subject to mutually agreed terms and conditions specified in the contract. The fibers shall exclusively belong to the GAIL, without creating any right, title or interest of whatsoever nature in the said fibers in favour of the lessee.

Please Note: This is not a Tender /Request for Quotation and Price information are not to be submitted with "Expression of Interest".

**SECTION-II**  
**TERM SHEET**

Preamble: This term sheet sets forth the proposed terms and conditions for

*Dark Fiber leasing by GAIL*

Issuer	: GAIL (INDIA) LTd.
Nature of Offering	: Dark Fiber (per pair per km)
Duration	: 15 Years (Long Term) and One Year (Short Term)
Application Submission Mechanism	: Through email
Technical Eligibility Criteria	: The Applicant must be a licensee of Telecom Services licensed under Section 4 of Indian Telegraph Act, 1885 with a valid license on the date of submission of EOI.
Financial Eligibility Criteria	: Certificate of incorporation Goods & Service tax registration certificate Copy of PAN.
Currency	: INR (Indian Rupees)
Statutory Approvals	: Approvals required for setting up the last mile connectivity shall be taken up by the Service providers at their own risk and cost.
EOI Submission on	: <a href="mailto:gailtel.business@gail.co.in">gailtel.business@gail.co.in</a>

## Terms & Conditions

1. GAIL invites the Expression of Interest (EOI) for empanelment from the interested Telecom service provider companies (licensee of Telecom Services licensed under Section 4 of Indian Telegraph Act, 1885), with validity upto date of submission of EOI, issued by Department of Telecommunications, Ministry of Communications, Govt. of India.
2. List of Dark fibres proposed to be leased is enclosed along with length in Kms & end Stations in SECTION-III. However, this list is only indicative and may change, subject to availability of fibre or addition of new routes.
3. Fibres shall be leased for a Long Term period of 15 years and for short Term period of 1 year.
4. Based on the Technical and Commercial information submitted by TSPs, eligible TSPs shall be empanelled for period of two years commencing from date of issuance of letter of empanelment.
5. After empanelment, RFQ (Request for Quotation) may be sent to empanelled TSPs through email for specific fiber routes of GAIL from time to time.
6. Consequent to RFQ, spare dark fiber shall be leased out to the H1 (highest) Applicant.
7. Space of suitable area will be provided for construction of shelter/kiosk by the Lessee for erection of shed for housing of indoor equipment in GAIL premises subject to availability of space as per Annexure-A.
8. Lessee will have to arrange its own power supply at co-location stations. However, GAIL may provide necessary documents to obtain connection from State Electricity board.
9. Maintenance of the GAIL's fibres shall be carried out by GAIL.
10. On completion of lease period, Lessee shall withdraw all installations and hand over the site in clear condition. In case the same is not done within 3 months after completion of lease period, GAIL will have the right to dispose the same & charge the cost if any to the lessee.
11. GAIL reserves the rights to cancel the EOI without citing any reason.
12. GAIL's decision shall be full and final and no parties shall have the right to question the decision of GAIL.



13. Typical Fiber Losses in GAIL OFC network range from 0.25 dB/KM to 0.35 dB/KM.
14. Service Level Agreement (SLA) and penalty clause shall be mentioned in the Agreement. Penalty calculation for downtime on the individual routes shall be deducted from quarterly fibre O&M charges.
15. The Lessee/ Applicant and its/his employees, agents and Sub-Contractors and the employees and agents of the Sub-Contractor(s) shall treat as strictly confidential and shall take all steps necessary to ensure confidential handling of all maps, plans, charts, designs, drawings, photographs, data, reports, tests, specifications, methods, and other information developed or acquired by the Applicant from or by means of the EOI Documents or any facility extended to the applicant pursuant thereto or the award or performance of the works or any of them or otherwise disclosed or made available to the applicant or any of the aforesaid persons, and shall not disclose or reproduce the same in any book, article, speech or other publication.
16. Applicant will have to submit declaration as mentioned in Holiday listing/ black listing format (Annexure - C).
17. During evaluation of the bid/application and / or physical verification of applicant's details and credentials, if it is found that incorrect information has been submitted by the applicant, the concerned application shall be outrightly rejected.
18. Guidelines for applicant sharing land Border with India.  
Order (Public Procurement No. 1) vide OM No. F.NO.6/18/2019-PPD dated 23.07.2020, Order (Public Procurement No. 2) vide OM No. F.NO.6/18/2019-PPD dated 23.07.2020 and Order (Public Procurement No. 3) vide OM No. F.NO.6/18/2019-PPD dated 24.07.2020, Department of Expenditure, Ministry of Finance, Govt. of India refers. The same are available at website <https://doe.gov.in/procurement-policy-divisions>. Applicant shall have to submit the declaration form as in the Annexure-D.

**Annexure-A**  
**Co-location Facility**

- **Type-I (Indoor):**
  - i. GAIL will provide space for **one rack** (upto 1.2 m x 1.5 m x 2 m) in Telecom Room for installation of equipment (wherever feasible).
  - ii. GAIL will provide space for 02 nos. of earth pits.
  - iii. Physical Security of the site will be handled by GAIL.
  - iv. Customer will have to install its own Air conditioner, if required, in the Telecom room for their Telecom equipment.
  
- **Type-II (Outdoor):**
  - i. GAIL will provide open space within the GAIL installation premises for **one rack** (upto 1.2 m x 1.5 m x 2 m).
  - ii. GAIL will provide space for 02 nos. of earth pits.
  - iii. Physical Security of the site will be handled by GAIL.

Note :

1. The Customer shall have to arrange power connection for their equipment (Telecom system, Air conditioner etc.) by its own from electricity board.

### SECTION-III

#### DARK FIBRE ROUTE DETAILS

List of GAIL OFC routes on which dark optical fiber cable is available \*

Sr. No	GAIL OFC Route	Route Length (Km)
1	Mumbai (Panvel) - Bangalore	1000
2	Gauna-Bhatinda	425
3	Vizag-Secunderabad	600
4	Vijaipur-Auraiya-Varanasi-Gorakhpur	980
5	Gurgaon-Mumbai	1550
6	Vijaipur-Kota-Chittorgarh	550
7	Vemagiri-Vijaiwada (KG Basin area)	322
8	Gauna-Haridwar	180
9	Chhainsa-Bhiwadi/Neemrana	140
10	Goa-IP3 (Gharprabha)	180
10	Kochi-Mangalore	350

(\* This list is only indicative and may change, subject to availability of fibre or addition of new routes.)

**SECTION-IV**

**Annexure-B**

1) Organizational Information

a) Name of the Organization :

b) Nature of corporate Body :

(Proprietorship/Partnership/Company/Cooperative Body/Joint venture/ Public Limited etc.)

c) Address, Telephone & email id. :

2) Details of Telecom License (Notarized Copy of the certificate to be attached):

Sr. No.	Licensee Name	License Name	License Type	Validity Period	Details

3) Whether applicant is from a country that shares a land border with India  
..... Yes/No

4) Contact details of top two key personnel:

4.1 Name & designation.....  
Contact No.....

4.2 Name & designation.....  
Contact No.....

5) Corporate Identification No. (CIN).....(Notarized Copy of relevant certificate to be attached)

6) Date of incorporation .....( Notarized Copy of relevant certificate to be attached)

7) GST Registration Number ..... (Notarized Copy of certificate to be attached)

(Authorized Rep. of Company)

## ANNEXURE-C

### PROFORMA OF DECLARATION OF BLACK LISTING/ HOLIDAY LISTING

**(a)** In the case of a Proprietary Concern:

I hereby declare that neither I in my personal name or in the name of my Proprietary concern M/s \_\_\_\_\_ which is submitting the accompanying Bid/Tender nor any other concern in which I am proprietor nor any partnership firm in which I am involved as a Partner are presently on any black list or holiday list declared by GAIL (India) Ltd., DoT (Department of Telecommunications) or by Ministry of Petroleum and Natural Gas (MOPNG) nor any inquiry is pending by GAIL (India) Ltd., DoT or MOPNG, in respect of any corrupt or fraudulent practice(s) against me or any other of my proprietorship concern(s) or against any partnership firm(s) in which I am or was at the relevant time involved as a partner, except as indicated below:

Is there any blacklisting or holiday listing, and /or pending inquiry:

YES/NO (Select one option)

Details in case of blacklisting or holiday listing, and /or pending inquiry:

(To be attached if selected YES)

It is understood that if this declaration is found to be false in any particular, GAIL (India) Ltd. shall have the right to reject my/our bid, and if the bid has resulted in a contract, the contract is liable to be terminated without prejudice to any other right or remedy (including black listing or holiday listing) available to GAIL (India) Ltd.

**(b)** In the case of a Partnership Firm:

We hereby declare that neither we, M/s \_\_\_\_\_, submitting the accompanying Bid/EOI nor any partner involved in the said firm either in his individual capacity or as proprietor or partner of any other firm or concern presently are placed on any blacklist or holiday list declared by GAIL (India) Ltd., DoT or by Ministry of Petroleum and Natural Gas (MOPNG) nor any pending inquiry is pending by GAIL (India) Ltd., DoT or MOPNG in respect of corrupt or fraudulence practice(s) against us or any partner or any partner or any other concern or firm of which he is proprietor or partner, except as indicated below:

Is there any blacklisting or holiday listing, and /or pending inquiry :  
YES/NO (Select one option)

Details in case of blacklisting or holiday listing, and /or pending inquiry: (To be  
attached if selected YES)

It is understood that if this declaration is found to be false in any particular, GAIL (India) Ltd. shall have the right to reject my/our bid, and if the bid has resulted in a contract, the contract is liable to be terminated without prejudice to any other right or remedy (including black listing or holiday listing) available to GAIL (India) Ltd.

**(c)** In the case of Company:

We hereby declare that neither we are presently neither placed on any holiday list or black list declared by GAIL (India) Ltd., DoT or by Ministry of Petroleum and Natural Gas (MOPNG) nor any inquiry is pending by by GAIL (India) Ltd., DoT or by MOPNG in respect of corrupt or fraudulent practice(s), except as indicated below:

Is there any blacklisting or holiday listing, and /or pending inquiry:  
YES/NO (Select one option)

Details in case of blacklisting or holiday listing, and /or pending inquiry: (To be  
attached if selected YES)

It is understood that if this declaration is found to be false in any particular, GAIL (India) Ltd. shall have the right to reject my/our bid, and if the bid has resulted in a contract, the contract is liable to be terminated without prejudice to any other right or remedy (including black listing or holiday listing) available to GAIL (India) Ltd.

Place:

Signature of applicant

Date:

Name of Signatory

**Annexure – D**

**Undertaking on Letterhead**

(Format for applicant sharing land Borders with India)

To,  
M/s GAIL (India) Ltd  
Jubilee Tower, B-35,36, Sector-1,  
NOIDA-201 301 (UP). India.

Name of Work: Expression of Interest for leasing out of spare dark optical fibers  
of GAIL network

Eol No. \_\_\_\_\_

Dear Sir

We have read the clause regarding Provisions for Procurement from a applicant  
which shares a land border with India, we certify that, applicant M/s

(Name of applicant) is:

- i) Not from such a country [ ]
- ii) If from such a country, has been registered [ ] with the

Competent Authority.  
(Evidence of valid registration by  
the Competent Authority shall  
be attached)

(applicant to tick appropriate option ( √ or x) above).

We hereby certify that applicant M/s (Name of applicant) fulfills all  
requirements in this regard and is eligible to be considered against the tender.

We further certify that applicant M/s (Name of applicant) will not  
sub-contract any work to an agency from such countries unless such agency is  
registered with the Competent Authority.

Place: [Signature of Authorized Signatory of  
applicant]

Date: Name:  
Designation :  
Seal: