

Office of the
General Manager (ICT & MIS)
5th Floor, Corporate Office,
Belaku Bhavana, KR Circle,
Bangalore – 560 001.

Email: gmit@bescom.co.in

No: BESCOM/GM(ICT&MIS)/DGM(IT-3)/BC-48/2022-23/2131-57

Date: 20 JUL 2022

LETTER OF INTENT

To,
M/s Connectivity IT Solutions Pvt Ltd.
No. 1877, 1st Floor, 31st Cross,
10th Main, Banashankari 2nd Stage,
Bangalore – 560070

Sir,

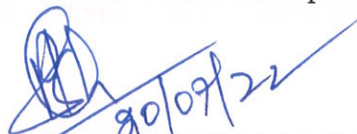
Sub: Supply, Installation, Configuration and Maintenance of SD-WAN Devices for Data Center, Disaster Recovery Center and Field Offices of All ESCOMs of Karnataka

Ref: 1. Enquiry No. BESCOM/GM(ICT&MIS)/DGM-IT3/BC-48/2021-22/44/
CALL-2 Date: 21.10.2021.
2. Technical Bid opened on 18.11.2021.
3. TSC Meeting Proceeding dated 16.12.2022.
4. Constitution of Technical Expert Committee dated 03.01.2022.
5. Technical Expert Committee Evaluation
6. Price bid opened on 03.03.2022.
7. 118th BOD meeting dated: 09.06.2022 and its resolution dated: 12.07.2022.

1.0 Bangalore Electricity Supply Company (BESCOM) is pleased to notify that your offer of ₹ 31,17,03,407/- only (all incl.) (Rupees Thirty One Crore Seventeen Lakhs Three Thousand Four Hundred and Seven only) for Supply, Installation, Configuration and Maintenance of SD-WAN Devices for Data Center, Disaster Recovery Center and Field Offices of All ESCOMs of Karnataka as per the scope of work, terms and conditions stipulated in the tender document published vide ref (1) is accepted.

2.0 The Award of contract for your appointment as Vendor for Supply, Installation, Configuration and Maintenance of SD-WAN Devices for Data Center, Disaster Recovery Center and Field Offices of All ESCOMs of Karnataka is as per the terms & conditions laid down in this office tender Enquiry No.

- 3.0 You are requested to enter into a "Contract Agreement" with BESCOM, for a total Contract Price of ₹ 31,17,03,407/- only (all incl.) (Rupees Thirty One Crore Seventeen Lakhs Three Thousand Four Hundred and Seven only) for a period of 5 years from the date of Enterprise Go-Live.
- 4.0 The price breakup of your offer is attached with LOI as Annexure A.
- 5.0 The above contract price is inclusive of GST. BESCOM is not liable to pay any other taxes, whatsoever in respect of this contract. Any increase in the tax should be absorbed by the firm during the contract and any reduction in the tax should be passed on the BESCOM. The prices are FIRM.
- 6.0 You have to comply with the following conditions:
- a) Your acceptance should reach this office within 7 days from the date of receipt of this letter.
 - b) POC to be performed for the SD-WAN devices envisaged in the RFP (section II clause 3.8) within 10 days of date of this LOI.
 - i) To demonstrate SD-WAN functionalities viz. WAN optimization techniques to reduce bandwidth consumption at least by 25%, Mitigating packet drops by at least 10%, sub-second failover.
 - ii) POC shall be conducted in two stages.
 - a. The full-fledged functionality and the solution shall be demonstrated as a closed room pilot.
 - b. The solution shall be implemented at two field locations along with one physical and one cloud hub location.
 - iii) The decision on POC implementation success by BESCOM will be considered as final.
 - c) To furnish the following within 15 days from the date of this LOI:
 - i. Contract Agreement as per the prescribed format on Karnataka Government e-Stamp paper of value ₹ 200/- shall be furnished.
 - ii. Bank Guarantee issued by a public sector nationalized bank or from Scheduled Commercial Bank towards contract performance guarantee covering 10% of the contract value of each ESCOM. The bank guarantee shall be submitted to each ESCOMs for value mentioned in below table and valid up to 90 days after the end of contract period.



| Sl. No. | ESCOM | BG Amount in INR |
|-------------------------|--------|-----------------------|
| 1 | BESCOM | 1,87,51,500.00 |
| 2 | CESC | 24,90,500.00 |
| 3 | GESCOM | 31,46,000.00 |
| 4 | MESCOM | 26,05,500.00 |
| 5 | HESCOM | 41,78,000.00 |
| All ESCOMs Total | | 3,11,71,500.00 |

iv) You shall enter into a Non-Disclosure Agreement as per the prescribed format

d) Please note that the date of Letter of Intent for the contract is to be reckoned for all contractual purposes.

7.0 You shall complete the work as per the scope failing which, liquidated damages shall be levied as per terms and conditions of Bidding documents.

8.0 The Terms of Payment is as per the RFP and its subsequent amendments.

9.0 All other terms and conditions are as per the RFP and its subsequent amendments.

Detailed Work Award will be issued on receipt of the Letter of Acceptance, Successful completion of POC, Contract Agreement, Non-Disclosure Agreement and Bank Guarantee.

Yours Faithfully


General Manager (ICT&MIS)
BESCOM.

Copy submitted to:-

- 1) The Chief General Manager (I/A) Corporate Office, BESCOM, K.R Circle, Bangalore.

Copy with compliments to:-

- 1) The General Manager (F&R), corporate office, BESCOM, K.R Circle, Bangalore.
- 2) All Nodal Officers, RAPDRP/IPDS project, MESCOM, CESC, HESCOM and GESCOM for information
- 3) PS to Hon'ble MD/DT/DF, BESCOM/MESCOM/CESC/HESCOM/GESCOM to place before MD/DT/DF, BESCOM/MESCOM/CESC/HESCOM/GESCOM.
- 4) All DGMs, ICT & MIS section, corporate office, BESCOM, K.R Circle, Bangalore.
- 5) MF/OC.

Price Break-up

| ESCOM | Item | Quantity (Offices) | Unit Rate (Excl. of Tax) | Tax | Unit Rate (Incl. of Tax) | Total Cost for all Offices (incl. of tax) | Total Cost for all Offices (incl. of Tax) for five years |
|----------------|--|--|-----------------------------|----------------|-----------------------------|--|---|
| Data Centre | Hub Router | 2 | ₹ 71,32,196.61 | ₹ 12,83,795.39 | ₹ 84,15,992.00 | ₹ 1,68,31,984.00 | ₹ 6,23,40,681.48 |
| | Hub Router Software License | (On-Prem DC) | ₹ 42,26,486.88 | ₹ 7,60,767.64 | ₹ 49,87,254.52 | ₹ 99,74,509.04 | |
| | Cloud DRs (IPDS DR and ERP DC-DR) Virtual appliances and Licenses | 3 (Cloud DC/DR) | ₹ 24,65,450.68 | ₹ 4,43,781.12 | ₹ 29,09,231.80 | ₹ 87,27,695.41 | |
| BESCOM | SD WAN software ATS and SD WAN Hardware AMC for 5 Years for DC/DR | 5, i.e. 2 (On-Prem DC) 3 (Cloud DC/DR) | ₹ 45,43,473.40 | ₹ 8,17,825.21 | ₹ 53,61,298.61 | ₹ 2,68,06,493.04 | ₹ 12,51,72,879.50 |
| | Branch Router | | ₹ 43,042.41 | ₹ 7,747.63 | ₹ 50,790.04 | ₹ 3,88,03,592.65 | |
| | Branch Router Rack 4U | | ₹ 2,776.93 | ₹ 499.85 | ₹ 3,276.78 | ₹ 25,03,457.59 | |
| CESC | SD WAN software License | 764 | ₹ 33,323.16 | ₹ 5,998.17 | ₹ 39,321.32 | ₹ 3,00,41,491.08 | ₹ 2,49,03,504.82 |
| | SD WAN Software ATS & SD WAN Hardware AMC for 5 Year | | ₹ 59,703.99 | ₹ 10,746.72 | ₹ 70,450.70 | ₹ 5,38,24,338.19 | |
| | Branch Router Branch Router | | ₹ 43,042.41 | ₹ 7,747.63 | ₹ 50,790.04 | ₹ 77,20,086.49 | |
| GESCOM | Branch Router Rack 4U | 152 | ₹ 2,776.93 | ₹ 499.85 | ₹ 3,276.78 | ₹ 4,98,070.10 | ₹ 3,14,57,058.72 |
| | SD WAN software License | | ₹ 33,323.16 | ₹ 5,998.17 | ₹ 39,321.32 | ₹ 59,76,841.16 | |
| | SD WAN Software ATS & SD WAN Hardware AMC for 5 Year | | ₹ 59,703.99 | ₹ 10,746.72 | ₹ 70,450.70 | ₹ 1,07,08,507.07 | |
| MESCOM | Branch Router Branch Router | 192 | ₹ 43,042.41 | ₹ 7,747.63 | ₹ 50,790.04 | ₹ 97,51,688.20 | ₹ 2,60,50,376.76 |
| | Branch Router Rack 4U | | ₹ 2,776.93 | ₹ 499.85 | ₹ 3,276.78 | ₹ 6,29,141.17 | |
| | SD WAN software License | | ₹ 33,323.16 | ₹ 5,998.17 | ₹ 39,321.32 | ₹ 75,49,694.09 | |
| HESCOM | SD WAN Software ATS & SD WAN Hardware AMC for 5 Year | 159 | ₹ 59,703.99 | ₹ 10,746.72 | ₹ 70,450.70 | ₹ 1,35,26,535.25 | ₹ 4,17,78,906.12 |
| | Branch Router Branch Router | | ₹ 43,042.41 | ₹ 7,747.63 | ₹ 50,790.04 | ₹ 80,75,616.79 | |
| | Branch Router Rack 4U | | ₹ 2,776.93 | ₹ 499.85 | ₹ 3,276.78 | ₹ 5,21,007.54 | |
| Total | SD WAN software License | 255 | ₹ 33,323.16 | ₹ 5,998.17 | ₹ 39,321.32 | ₹ 62,52,090.42 | ₹ 31,17,03,407.40 |
| | SD WAN Software ATS & SD WAN Hardware AMC for 5 Year | | ₹ 59,703.99 | ₹ 10,746.72 | ₹ 70,450.70 | ₹ 1,12,01,662.00 | |
| | Branch Router Branch Router | | ₹ 43,042.41 | ₹ 7,747.63 | ₹ 50,790.04 | ₹ 1,29,51,460.90 | |
| Total | Branch Router Rack 4U | | ₹ 2,776.93 | ₹ 499.85 | ₹ 3,276.78 | ₹ 8,35,578.12 | ₹ 4,17,78,906.12 |
| | SD WAN software License | | ₹ 33,323.16 | ₹ 5,998.17 | ₹ 39,321.32 | ₹ 83,35,578.12 | |
| | SD WAN Software ATS & SD WAN Hardware AMC for 5 Year | | ₹ 59,703.99 | ₹ 10,746.72 | ₹ 70,450.70 | ₹ 1,00,26,937.47 | |
| Total | | | | | | ₹ 1,79,64,929.63 | |

General Manager (ICT&MIS)
BESCOM.