



KERALA WATER AUTHORITY

Jalabhavan
Thiruvananthapuram – 695033
Kerala – India

(SU)/2021/KWA

21.04.2022

Pre-Bid Meeting held on 18-4-2022 EOI for awarding license of spaces in the property owned by KWA for the installation of Ground Based Tower(GBT)/Roof Top Pole(RTP)/Roof Top Tower(RTT)/Providing Wall mounted Antenna/Coverage on Wheel(COW)

Participants

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|----------------------------|---|
| 1. Sri. Sethukumar S. | Chief Engineer (HRD & GL) |
| 2. Sri. Vinodan K. | Deputy Chief Engineer (General) |
| 3. Smt. Sheeja Rani C.R. | Secretary |
| 4. Smt. Jiji N. | Assistant Executive Engineer (SU) |
| 5. Sri. Rohit S.V. | Assistant Engineer (SU) |
| 6. Sri. Vividh Santhakumar | Manager, IBS Acquisition, Summit Digital (Reliance Jio) |
| 7. Sri. Rashly S. Indran | Manager Legal , Tower Vision India Pvt. Ltd. |
| 8. Sri. Nikhil Babu | Manager Sales & Business Development , Tower Vision |
| 9. Sri. Sandeep Soman | Estate Manager ,Indus Towers Ltd. |
| 10. Sri. Shabu B. | Summit Digital (Reliance Jio) |
| 11. Smt. Aparna Govindan | Circle Site Aquisition-IA Lead,Indus Towers Ltd |
| 12. Sri. V.U. Sankaran | Legal, Indus Towers Ltd |
| 13. Sri.Premjith S.S | Assistant Manager,ATC India |

The meeting started at 11.30 am with the Chief Engineer (HRD & GL) on the Chair. At the outset the chair welcomed all the participants to the meeting. It was informed by the chair that the radio active emissions from the proposed towers within the approved norms only will be permitted. The participants unanimously agreed to this and enquired about the competent officer to be approached for granting permission for conducting the survey works. The Secretary informed that the respective custodian of land as that given in the Annexure attached with the EOI document may be approached for this purpose duly producing the proper ID.

The participants intimated that they face certain difficulties from some of the the field officers for getting proper support from them in doing survey works. Also enquired about more details regarding assets of KWA. The Chair demonstrated the asset details available in KWA Web site "kwa.kerala.gov.in".The assets details are provided under Organisation -> Assets-> Land. It was also informed that the EOI document was



already sent to all custodian of Lands; however the participants were assured that the custodian of lands will be addressed once again to provide necessary support.

The participants requested to exempt the structural design criteria at the EOI stage as there are several sites available under a single custodian of land at many locations and the subject process involves huge cost and would take months for completion. The participants also raised queries related to enhancement of rent once in 3 years instead of annual enhancement, deletion of clause(Condition 5 of EOI) regarding willingness to pay extra @25% of rental quote for every new operator sharing the Tower, additional time and compensation if alternate land cannot be provided by KWA in case of shifting of installations and fixing of initial lease period as 10 years extendable to another 5 years etc .

It was noted that the queries are of similar nature as that raised by M/s Indus Towers. The participants also requested to extend the due date of EOI to 45 days from the date of expiry. After detailed discussion and seeking permission from the Managing Director ,the queries raised were clarified as detailed below.

SL NO.	REF EOI PAGE NO	EOI FORM NO	CLAUSE	QUERY/REQUEST	REPLY
1	3	INSTRUCTIONS TO BIDDERS FOR SUBMISSION OF BIDS	We understand that you are not bound to accept any Expression of Interest (EOI) you receive.	Request to change "We understand that you are not bound to accept any Expression of Interest (EOI) you receive if not qualified for valid reason"	Agreed.
2	4	EOI FORM.2	Note: Please provide documentary evidence from the client i.e. copy of work order, contract for each of above mentioned assignment.	Do we need to provide both or any one of them?	Copy of Agreement
3	5	EOI FORM-3 QUESTIONNAIRE (PART-A). SI No 6	Name of proprietor of company, along with Address, Telephone Number and email address	Need MD or CEO if bidder is not Proprietorship company?	Competent authority submitting the EOI.
4	6	QUESTIONNAIRE PART -B SI No 1	Expression of interest (EOI) is valid for acceptance up to. EOI required to be valid at least up to 90 days	Need clarity on the requirement	Bid validity will be 90 days.
5	6	QUESTIONNAIRE PART-B SI No 5.2	Please provide your principal consulting firm's Bank account number, IFSC code etc	Who is the principal consulting firm?	Competent authority submitting the EOI.
6	7	EOI FORM-4	Custodian of land	Relevance of Form 4.	Land details are



		CERTIFICATE FOR SITE INSPECTION		Form 4 cannot be given unless site details are given. Who must sign as custodian of land? Name of custodian? Why should bidder provide in tender docs and what is the Process to do this?	mandatory as token of physical verification of land identified and for avoiding conflicts in future. Custodian of land are Executive Engineers as that given in Annexure(Pages 11 to 13 of EOI). Form 4 to be submitted except last column in which certificate in proof of Srtructural safety details .
7	7	EOI FORM-4 CERTIFICATE FOR SITE INSPECTION	Type of installation in which the company is Interested	Can multiple options be provided by the bidder?	Yes.
8	7	EOI FORM-4 CERTIFICATE FOR SITE INSPECTION	Whether certificate in proof of structural safety issued by the competent officer is attached by the bidder (if applicable)	Who is the competent officer? Why should bidder provide the same at the time of bidding?	Certificate in proof of structural safety is exempted at EOI stage.Certificate to be submitted by the bid winner at later stage .
9	8	EOI FORM-5 INFORMATION REGARDING ANY CONFLICTING	We also acknowledge that in case of Misrepresentation of the information our proposal/contract shall be rejected/terminated by the Employer	Who is the employer?	Custodian of the land who enters into agreement.



		ACTIVITIES AND DECLARATION THERE OF	which shall be binding on us		
10	8	EOI FORM-5 INFORMATION REGARDING ANY CONFLICTING ACTIVITIES AND DECLARATION THERE OF	SELECTION PROCEDURE: The bidder shall submit the details in EOI Forms 1 to 5 and other relevant documents mentioned under conditions of EOI such as certificate in proof of structural stability from the competent officer	Who is the competent officer? Why should bidder provide the same at the time of bidding?	Condition No. 10 exempted at EOI stage.
11	9	CONDITIONS OF EOI. Point 1	Bidders who purchase the EOI document will be allowed to do the feasibility survey in KWA campus with the concurrence of the custodian of land	Who is the Custodian?	Details given under Annexure.
12	9	CONDITIONS OF EOI. Point 3	The rent for the land/space shall be suitably fixed for Corporation/Municipal/Panchayath area separately. The enhancement of rent will be done annually at the rate decided by the Authority.	What is the Minimum Bid amount? Whether bidder can bid for individual piece of land of bidder's choice or bidder must bid for entire 44 locations in the given list?	Application fee will be Rs.1000+GST as that given in the EOI Document. Bidder can bid suitable land/property among 44 custodians attached in the Annexure of EOI
13	9	CONDITIONS OF EOI. Point 6	The licensee have the exclusive right on the licensed premises for the license period. However, if the employer need the particular area for the future expansion of its infrastructure, the licensee has to withdraw from the site within one month on receiving notice in this regard and all the structures owned by them are to be removed with their own cost.	Request at least 180 days as telecom is critical activity for identifying another space.	Agreed as sanction from operators and Government offices are required .
14	9	CONDITIONS OF EOI. Point 9	The selected parties shall enter into a written agreement with the KWA,	Any other agreement as per this point?	Not applicable



			other than in the standard format in this regard upon producing all clearance certificates including licence to be obtained as per prevailing laws from the authorities concerned.		at EOI stage
15	9	CONDITIONS OF EOI. Point 10	The structural stability of the building/tank/structure in which the tower/installation will be installed has to be ensured by KWA. The details of existing structures on over which the tower /installation will be mounted are to be provided by the custodian of the property based on which the structural stability will have to be ascertained and certified by an officer not below the rank of Executive Engineer of KWA/WASCON	What is the process for this? Confirmation on the stability should ideally done by KWA which will be cross checked by the winner.	Not applicable at EOI stage. Same as Sl. No. 6
16	9	CONDITIONS OF EOI. Point 14	The permanent disfiguration of the leased land or any action which permanently devalues the land shall not be allowed.	For building Towers we need to do foundation on the land/building.	All works shall be done with the consent of the custodian of the land concerned as mentioned in the Annexure
17	10	CONDITIONS OF EOI. Point 18	The tenure of the agreement will be for 05 years that can be renewed for next 05 years based on the satisfactory performance of the contract and need of the KWA on the terms and conditions agreed to by the parties at the time of renewal.	Minimum 10 years plus 5 years extension as we will not be able to recover the return on investment in 5 years.	Agreed.
18	10	CONDITIONS OF EOI. Point 24	Right to reject any or all Expressions of interest – Notwithstanding anything contained in this document, the Authority reserves the right to accept or reject any EOI and during the selection process	Rejection if and only with valid reason. To be published in Corrigendum	Reason for rejection shall be informed.



			and reject all EOIs, at any time without any liability or any obligation for such acceptance, rejection or cancellation.		
19	13	Annexure - Land details of KWA. Sl No 43	EE, Project Dn, Mattanur, Kannur 8547638040	Area in Acres not mentioned	Land details available in website of KWA "kwa. kerala .gov.in" Organisation->Assets ->Land

Based on the request of the participants,

1. It was decided to delete Bid condition No. 24 and to modify the the condition No.25 as " The Authority reserves the right to reject any Expression of Interest, if (a) At any time, a material misrepresentation is made or uncovered, or (b) the bidder does not provide, within the time specified by the Authority, the supplemental information sought by the Authority for evaluation of the Expressions of Interest **or any other valid reasons**" .

2 . It was decided to delete Condition No.5. "The licensee is allowed to provide infrastructure to only one operator. Sharing of infrastructure can be allowed only on prior permission and expressing willingness to pay extra amount of 25% of their rental quotes for each additional operator ". It was also decided that In case of shifting of installation on demand by KWA, alternate land if available will be provided by KWA.

In general, the following requests made by the participants were admitted.

- 1) 24*7 access to the leased land is required.
- 2) Permission to lay fibre cables up to the leased property by means of underground cables or over poles.
- 3) Additional space if available at mutually agreed rate can be provided for technology upgradation or other requests .
- 4) Preliminary site clearance for the land will be provided by the tendering authority.
- 5) Copy of KWA -Indemnity bond to be shared
- 6) Due date of EOI submission -15-6-2022 at 3.00 pm
EOI opening -17-6-2022 at 3.00 pm

The chair thanked all the participants and the meeting concluded at 2pm.

SETHUKUMAR S
Chief Engineer

(HRD&GL)

