



BHARAT SANCHAR NIGAM LIMITED

(A Government of India Enterprise)

Bharat Sanchar Bhawan, HC Mathur Lane,
Janpath, New Delhi- 110001

No. BSNLCO-NGSM/18(11)/1/2020-NWP-GSM-II

Dated: 01.08.2024

SUBJECT: OPEN POLICY FOR EMPANELMENT OF VENDORS FOR SUPPLY OF SIM/USIM CARDS - REVISED

1. **Introduction:** In order to extend voice, data and other services, all TSPs have to provide SIM/ USIM to its mobile subscribers. Accordingly, BSNL had been following the practice of empanelment of SIM vendors for supplying SIM/ USIM cards through open tender route. Now, BSNL has decided to empanel the SIM vendors on a regular basis through open policy described in this document.
2. **Objective:** The vendors, empanelled through this open policy, along with already empanelled vendors will only be eligible to participate in the financial bids likely to be invited by BSNL, from time to time, for supply of various types of SIM/ USIM.
3. **Scope Of Work:**
 - 3.1. The Scope of work under this open policy is to empanel vendors for supply the SIM / USIM cards as per BSNL requirement from time to time.
 - 3.2. Vendor will submit its proposal clearly mentioning that the proposal is submitted for empanelment for the supply of 64K/128K non-crypto & non java SIM Cards or for the supply of 4G USIM Card or for both.
4. **Tenure/ period of empanelment:** The empanelment will be valid for a period of three years. Renewal or extension of the empanelment after 3 years' period will be decided based on performance.
5. **Eligibility Criteria:** The following eligibility criterion shall be met by the bidder who intend to participate for empanelment through this open policy :-
 - 5.1. The bidder shall be a company registered and incorporated in India under the Indian companies Act, 1956 or 2013.
 - 5.2. Any bidder (as defined in MoF order issued vide F. No 7/10/2021- PPD(1) Dated 23.02.2023 from a country which shares a land border with India will be eligible to bid only if the bidder is registered with the competent authority prescribed in the MoF order dated 23.02.2023 (available on MoF's website). Registration Certificate must be submitted along with the proposal under this policy. However, if the aforesaid MoF order does not apply to the bidder (as defined in afore cited order), then a certificate as per annexure-1 must be submitted along with the application for empanelment.
 - 5.3. The bidder shall be a company –
 - a) Having average annual turnover of Rs. 2 Crores from SIM / USIM / Smart Cards **business** during the last three financial years. A certificate from CA clearly stating the turnover from SIM/ USIM/ SmartCards **business** should be submitted by the bidder in compliance to this requirement.

OR

Registered with Telecom Factories of BSNL for supply of **SIM / USIM / Chip Module** for SIM having manufacturing / personalization capacity of at least 8 Lakh SIMs per annum. A valid registration certificate from Telecom Factories of BSNL needs to be submitted along with the bid. Additionally, the bidder should also have an average annual turnover of Rs 2 Crores from sale of SIM/USIM/Smart Card/Chip Module for SIM during the last three financial years. A certificate from CA clearly stating the turnover from SIM/ USIM/Smart Card/Chip Module for SIM sales should be submitted by the bidder in compliance to this requirement.

- b) In case of an Indian subsidiary, the turnover of the parent company may also be taken into consideration for determining the fulfillment of this condition.

5.4. The vendor shall have a production facility to manufacture/ personalize at least 1 million SIM/USIM Cards per month. In case, the vendor does not have its own SIM / USIM Card production / personalization facility, then the bidder can form a consortium with an entity having the required production / personalization facility. Any manufacturing vendor, who is already empaneled with BSNL as SIM/USIM supplier, shall not be eligible to become manufacturing partner with any other vendor in a consortium. A manufacturer who is not directly empaneled by BSNL as SIM/USIM supplier may be part of any number of consortium. The Personalization Centre shall be in India and shall have the facility to customize / personalize at least 1 million SIM/USIM cards per month as per the requirement of different Cellular licensed areas of BSNL. Details of customization / personalization center may be given as under.

Name of the Company	
Location/ Address	
Area	
Year of commencement	
Services offered by the center	
Resources available	
Total No. of Employees	
Installed Capacity (per month)	
No. of cards personalized till the 31 st December of last year	
Response Time(with Quantities) in weeks	
No. of cards Personalization equipments	
Type of Equipment	
Make of Personalization Equipment	
Capacity of each equipment	
Security Arrangement	
Logs of usage/Production	
Personalization Process	
Logistics	
Quality Control Process	
Preventive Maintenance	
Arrangement for Critical Data Backup	
Emergency situations handling(faster deliveries in Emergency situations)	
Re-personalization	
Any other information	
Telephone/ FAX No.	

5.5. The bidder shall submit an undertaking that the vendor will submit the acknowledgement from QA regarding offer of

- a. 64K/128K native SIM Cards for TSEC i.e. (QF-103 form) within two months of the date of issue of empanelment order.

OR/AND

- b. 4G USIM Cards for TSEC i.e. (QF-103 form) within two months of the date of issue of empanelment order.

5.6. The bidder should have Valid PAN No.

5.7. The bidder should have Valid Goods and Service TAX Registration Certificate No(s) or mention as an unregistered dealer. In case of multiple GST numbers, all the numbers can be provided as annexure.

5.8. The bidder shall submit a self-declaration that the bidder is not blacklisted by any Government Department/ CPSU/ State PSU/ GST authorities. In case the supplier gets black-listed during the tenure of BSNL contract resulting in any loss of Input TAX credit to BSNL due to default of a supplier, the same would be recovered from the supplier.

5.9. The bidders shall submit necessary documentary proof showing that they meet the eligibility criteria along with their application for empanelment. All documents submitted will also be self-attested by the bidder.

6. Consortium Agreement:

6.1. Bidders submitting their proposal as consortium will be required to submit a legally bound consortium agreement with consortium members as per the format provided in annexure-II

6.2. The consortium Agreement will be signed by authorized signatories of the parties duly supported by Power of Attorney issued by respective parties in the name of these signatories.

7. Application Fee:

7.1. The bidder is required to pay a non-refundable application fee for empanelment of ₹ 25000/- + ₹ 4500 GST = ₹ 29500 (Rupee Twenty Nine Thousand Five Hundred) either in the form of demand draft or through online mode as per detail given below.

Beneficiary: A.O (Cash) BSNL, Bank: PNB, Branch: ECE House K.G. Marg New Delhi 110001, IFSC Code: PUNB0112000, A/c No.:112000210306372 and MICR code: 110024043

7.2. Micro & Small Enterprise (MSE) bidders are exempted from payment of application fee on production of requisite proof in respect of valid certification from MSME.

8. Documents need to be submitted along with the Proposal:

8.1. Broadly following documents are to be submitted as part of the proposal:

- (i) Following documents showing fulfillment of the eligibility criteria(s) stated in Para 5 above
 - a) Certificate of Incorporation of the Bidder
 - b) Memorandum and Articles of Association of the Bidder
 - c) Certificate of registration with the competent authority prescribed in accordance to MoF order issued vide F. No 6/18/2019-PPD dated 23.07.2020 or certificate as per Annexure-I, whichever is applicable, to be submitted by the bidder including all consortium members.
 - d) A certificate from concerned company's Chartered Accountant, who has actually

audited the Annual Accounts of the company, clearly stating the annual turnover during last three years from SIM/ USIM/ Smart Card business.

e) Details of personalization centre as per Para 5.4 above.

f) An undertaking as per Para 5.5 above.

g) PAN Card

h) Documentary proof of GST registration

i) Self-declaration that the bidder is not blacklisted by any government/Department/ CPSU/ State PSU/GST authorities.

(ii) Declaration stating that no addition/ deletion/ corrections have been made in the downloaded open policy document being submitted and it is identical to the open policy document appearing on the website.

(iii) Application fee for empanelment as mentioned in Para 7.1 above.

(iv) Attestation of the specimen signatures of authorized signatory from the bank shall be furnished. Name, designation, Phone number, mobile number, email address and postal address of the authorized signatory shall be provided.

(v) Undertaking & declaration as per annexure-III duly filled & signed.

(vi) Consortium agreement as per annexure-II, if applicable

(vii) List of all Directors including their name(s), Director Identification Number(s) (DIN) and address (es) along with contact telephone numbers of office

(viii) Bidder should submit a Certificate of Authenticity (COA), signed by Authorized Signatory stating that all Software supplied are authentic and legal copy is/ are being supplied.

(ix) Compliance on the purchaser's Technical Specifications and Commercial Conditions.

9. Availability of open policy document: The open policy document shall be available for downloading from BSNL website (<https://www.bsnl.co.in>) from the date of issue of open policy.

10. Submission of application for empanelment:

The empanelment of vendors for supply of SIM/ USIM is open under this policy till further instructions. The eligible bidder can submit their application along with required documents to DGM (NWP-M-III), 405, Bharat Sanchar Bhawan, Janpath, New Delhi –110001.

11. Processing of application received under this policy:

11.1. Applications received for empanelment for supply of SIM/ USIM under this policy will be scrutinized by a standing committee constituted by the BSNL.

11.2. In case the bidder is shortlisted for empanelment, the bidder will be intimated to submit the related documents as per the policy within 15 days.

11.3. On receipt of the documents, the bidder will be issued with a Provisional Empanelment Letter to enable the bidder to apply for TSEC certificate.

11.4. Once the bidder submits the valid TSEC certificate within 2 months, the final Empanelment Letter will be issued to the bidder making him eligible to participate in the tenders floated by the various circles.

11.5. BSNL reserves the right to accept or reject any or all applications without assigning any reason

11.6. At the time of placement of letter for empanelment the successful vendors have to show the original eligible criteria documents to the officer/committee nominated by competent authority for verification.

12. Technical Specifications/ Requirements for SIM/USIM cards:

12.1. The equipment shall conform to the technical specifications as mentioned below:

(i) SIM Cards:

The SIM cards to be supplied shall fully comply with TEC/GR/WS/SIM-001/04/NOV-15 for SIM cards issued by TEC, New Delhi with all amendments as on date except for following:

- (a) The memory of RAM shall be sufficient to full fill the performance requirement as per the ISO7816-3 and GSM 11.11 and shall at least be 2KB for 64K & 5KB for 128K EEPROM SIM card. This shall also be applicable for the cards with flash type memory.
- (b) The 64K/128K SIM cards shall be of Non Crypto and Non Java.
- (c) The 64K/128K SIM cards shall be with flash type memory.
- (d) The purchaser reserves the right to procure SIM cards with vernacular STK support.

(ii) USIM Cards:

The USIM Cards to be supplied shall comply with technical specifications as per BSNL/Specification/USIM-001/06 April 2017 issued by BSNL.

- 12.2. BSNL may procure SIM / USIM cards with different form factors i.e. Nano SIM (4FF), Normal SIM (2FF), Micro SIM (3FF), SIM / USIM with re-plug form factor (2FF+3FF+4FF), etc. The SIMs with re-pluggable factor should be interchangeably usable for both 2FF (Normal SIM) & 3FF (Micro SIM).
- 12.3. The quantity for different type of form factor will be specified by BSNL at the time of purchase order.
- 12.4. The 64K/128K SIM cards supplied shall be capable of interworking with the OTASP platforms being supplied by the supplier of BSNL GSM network. The SIMcard shall support standard OTASP protocols.
- 12.5. Successful bidder shall demonstrate the interworking of the SIM cards with these platforms. Presently BSNL has OTA server of M/s G&D and the successful bidder shall liaise with the IMPCS equipment suppliers of BSNL and the OTASP platform supplier for customization/personalization at their own cost.

13. Government Guidelines:

- 13.1. The bidder shall be bound and obliged to comply with the guidelines regarding 'Trusted products' issued by DoT vide File no- 20-271/2010 AS-I (Vol-III) dated 10.3.2021 along with its amendments time to time, if any, should be deemed to be automatically included in this policy and subsequent procurement of SIM/USIM cards from empanelled vendors.
- 13.2. The PMI-MII 2017 orders along with all its amendments and revisions as per DPIIT & DoT, Govt. of India Guidelines with latest amendments, if any, shall be applicable for procurement of SIM / USIM from empanelled vendors.

- 13.3. The guidelines / instructions / laws issued vide D.O. no 21(1) -2011-M.A. April 25th, 2012 from Ministry of Micro, Small & Medium Enterprise (MSME) with respect to provisions for Micro & Small Enterprises (MSEs) shall be followed.
- 13.4. The bidder shall be bound and obliged to comply the guidelines regarding ‘Standard Operating Procedure for personalization of SIM cards’ issued by DoT vide File no-800-4/2017/AS.II dated 16.07.2021 along with all its amendments time to time, if any, should be deemed to be automatically included in this policy and subsequent procurement of SIM/USIM cards from empanelled vendors.

14. Procurement of SIM/USIM cards by circles:

- 14.1. Procurement of SIM/USIM cards by various telecom Circles by inviting bids from empanelled SIM vendors of BSNL and all term and condition shall be applicable as per standard practices of BSNL tender policy. Further, General Instructions to the bidder and General (Commercial) Conditions of contract shall be followed by Circles /QA as per MM guidelines.
- 14.2. The procurement of SIM can also be done by inviting bids from empanelled SIM vendors at corporate office level if so desired.
- 14.3. The bidder will need to offer their SIM cards to QA & Inspection Circle for Technical Specification Engineering Certificate (TSEC). The delivery of the SIMs has to be done after Bulk QA testing.
- 14.4. Bidder will be eligible to participate in financial bids after submission of application to QA Circle in Form QF-103.
- 14.5. BSNL Inspection/ QA circle will ensure the adherence of Standard operating procedure issued by DoT as referred in clause 13.4 and quality assurance requirements/assessment of respective capabilities of SIM supplier and its consortium partner during IA.
- 14.6. Subsequently, the PMII 2017 guidelines along with all its amendments and revisions as per DPIIT& DoT, Government of India guidelines with latest amendments regarding “Standard Operating Procedure for personalization of SIM cards” issued by DoT and if, any shall be applicable for procurements of SIM/USIM from empanelled SIM vendors.

DGM (NWP-M-III)
Tel: 011-23326972, 7303844683
Email: dgmwp.co@gmail.com

**Certificate to be submitted by Bidders
(On Company's Letter Head)**

Reference 1: BSNL No.....issued on.....

Reference 2: Department of Expenditure Office Memorandums (OMs) No. 7/10/2021-PPD(1) dated 23.02.2023.

I, in capacity of authorized signatory of M/s.....having Regd. office at..... being a participant bidder in BSNL EoI cited at reference 1 above, hereby declare that I have read and understood the clause regarding Restrictions under Rule 144(xi) of the General Financial Rules (GFRs) 2017 on grounds of Defence of India and National Security issued vide OM cited at reference 2 above, on procurement from a bidder of a country which shares a land border with India and on sub-contracting to contractors from such countries.

I, hereby, further certify that our Company/ToT Partners is not from such a country which shares a land border with India and in light of conditions & restrictions imposed vide cited OMs, we fulfil all the requirements in this regard to become eligible to be considered in the subject Tender Enquiry by BSNL.

(Name of the authorized signatory)

Signature

Designation in Company

Seal / Stamp of Company

Counter signed by Company Secretary of the Company with seal / stamp

Consortium Agreement (On Rs. 100 Non-Judicial Stamp Paper)

In compliance to Clause No.....of open policy No..... dated....., a consortium has been formed on <Date> between <Bidder's Name> and <consortium partner's name> to meet various eligibility conditions and experience criteria specified in the open policy No dated.....The tenure of this consortium shall be valid for a period of three years and six months w.e.f. date of signing the consortium agreement.

It has been agreed between the bidder and the consortium partner that <Bidder's Name> is designated to submit the Bid on behalf of this consortium and henceforth called as Bidder. "Lead Bidder" and the "Bidder" have been used interchangeably. It is confirmed that consortium member has authorized the "Lead bidder" by way of duly executed power of attorney in his favour to act on their behalf.

It has also been agreed that in its capacity as lead Bidder, <Bidder's Name> will interact with BSNL for all obligations.

The Lead bidder and consortium partner shall be liable for due performance of the contract jointly and severally, whereas the responsibility of Consortium Partner other than lead bidder, shall be limited to such Consortium Partner share of obligations in the contract for products and /or services as defined in the agreement signed between the Lead Bidder and Consortium Partner and is in accordance with the open policy requirements.

The details of Bidder and consortium partner(s) are as under:-

<Bidder Name>:- <Details containing Registered office & correspondence address>

<Consortium Partner>:- <Details containing Registered office & correspondence address>

IN WITNESS WHEREOF the parties have caused this AGREEMENT to be executed by their duly authorized officers as of the day first above written

For <Bidder's Name>	For <Consortium Partner>
Signature of Authorized Signatory Name:-	Signature of Authorized Signatory Name:-
Designation:-	Designation:-
Contact	Contact
Phone:- Email-	Phone:- Email-
ID:- Date:-	ID:- Date:-
Witness-1	Witness-1
Signature:-	Signature:-
Name:-	Name:-
Designation:-	Designation:-
Contact	Contact
Phone:-	Phone:-
Email-	Email-
ID:-Date:	ID:-Date:

UNDERTAKING AND DECLARATION

6(A) - For understanding the terms & condition of Open policy & Scope of work

a. Certified that:

1. I/ We have read, understood and agree with all the terms and conditions, specifications included in the open policy documents & offer to execute the work at the rates quoted by us in the financial bid.
2. If I/ We fail to enter into the agreement & commence the work in time, the EMD/ SD deposited by us will stand forfeited to the BSNL.

b. The Bidder hereby covenants and declares that:

3. All the information, Documents, Photocopies of the Documents/ Certificates enclosed along with the Tender offer are correct.
4. If anything is found false and/or incorrect and/or reveals any suppression of fact at any time, BSNL reserves the right to debar our tender offer/ cancel the LOA/ Purchase/ work order if issued and forfeit the EMD/ SD/ Bill amount pending with BSNL. In addition, BSNL may debar the contractor from participation in its future tenders.
5. In case any correction/ addition/ alteration/ omission is made by us in the tender document, our tender bid shall be treated as non-responsive and shall be rejected summarily by BSNL.

Date:

.....

Signature of Tenderer

Place:

Name of Tenderer

Along with date & Seal