	ERNET's Response to the Vendors Queries for Tender No. EI-D/Tech/49-1/2013 (Pt.), on the Subject "Tender Document forProvisioning of Internet lease Line through Service Provider PoPs to the ERNET's User Location "			
S.No.	Clause No.	Description of the Tender Clause	ERNET Reply	
1	Section B, Clause 3.1	Last date of bid Submission	<b>The last date of bid submission may be read as:</b> "Upto 3:00 PM on 31.01.2014 and <b>Opening of Technical Bid</b> at 03:30 PM on 31.01.2014"	
2	2.1		<b>Explanation of the clause:</b> "Bidder has to explicitly mention all the deviation against each of the clause and also submit a consolidate sheet of deviation".	
3	4.1	Undertaking for bid validity	<b>Explanation of the clause:</b> "Bidders has to give the undertaking in their own format".	
4	Section B, Clause 8.3.1	volume of 1.5 GB Bandwidth will be ordered in a complete span of	<b>Tender/ RFP is self explanatory in terms of its scope.</b> "Kindly note that ERNET is a service provider with its every growing & changing customers, thus cannot be specified. Please note that this is a proposed flat rate contract for specified bandwidth slab".	
5	Section B, Clause 8.3.2	Although the total price quoted by the bidders in the price format given at Annex. – III would be used to determine L1, the successful bidder/s would be required to match the lowest (L1) price in all data rate slabs offered by the other successful bidders.	-	
6	Section B, Clause 8.3.3	complete work between L1, L2 and L3 in the ratio of 50:30:20 (to		

7	Clause 14.3 (The Parameter for evaluating the Technical scores are as under), Pt. 1.2	100 – 300 Cr5 marks Above 200 Cr. – 7 marks	The clause may be read as: " Annual turnover in each of last 03 financial years. > 50 Cr 2 marks 100 – 200 Cr 5 marks Above 200 Cr. – 7 marks".
8		services is being provided	<b>Explanation of the clause:</b> "Order copies along with their letter of execution / completion certifications received from govt. departments/ organisations in last 03 years to be provided".
9	Section B, Clause 14.3 (The Parameter for evaluating the Technical scores are as under), Pt. 2.3	Total no. of Internet LL nodes operational as on date	Explanation of the clause: "Nodes means no. of links".
10		Acceptance of all tender terms and conditions other than pre- qualifying and basic terms & condition.	Tender/ RFP is self explanatory w.r.t its terms and conditions.

11	Section B,	End to end network availability (99%) (to be calculated on monthly	The clause may be read as " Network availability (99%) (to be
			calculated on monthly basis) from CPE to Internet gateway of bidder/
	(The	bidder	Service provider.
	Parameter for		>=99% 4 marks
	evaluating		< 99% – 0 marks"
	the Technical		
	scores are as		
	under), Pt.		
	4.1		
12		Packet loss (<1%)	No Change.
	Clause 14.3		
	(The		
	Parameter for		
	evaluating		
	the Technical		
	scores are as		
	under), Pt.		
	4.2		
13	Section B,	Latance of loss than 300 mean from EDNET router to submaring	The clause may be read as "Latency of less than 50 msec. from CPE
1.5		cable teleport	router to Internet gateway of the bidder in India and less than 300 msec
	(The	cable telepoint	from Internet gateway of the bidder to the popular wesites hosted in
	Parameter for		Europe/ USA.
	evaluating		
	the Technical		
	scores are as		
	under), Pt.		
	4.3		

14	Clause 14.3 (The Parameter for evaluating the Technical scores are as under), Pt. 5.1		<b>Explanation of the clause:</b> "This being a rate contract tender, a tentative project plan methodology based on given project scope will be accepted".
15	Clause 14.3 (The	deployed CPE Router - TEC Approved	Explanation of the clause: "Bidder has to ensure use of TEC approved active devices for ERNET setup only".
16	Section B, Clause 14.3 (The Parameter for evaluating the Technical	Adherence to rollout plan in previous project done for ERNET.	No Change. Tender/ RFP is self explanatory.
17		<ul> <li>18.4 The successful and satisfactory operation of the equipment supplied in accordance with the specifications and other relevant documents.</li> <li>18.5 The link / network commissioned shall be free from all defects and designs, material and workmanship and upon written notice from ERNET, the successful Bidder shall fully remedy free of expenses to ERNET all such defects as developed under the normal use of the said equipment within the period of contract with the Bidder</li> </ul>	
18	Section B, Clause 20.1	Purchaser's Right to Vary Quantities at the time of Award	Tender/ RFP is self explanatory w.r.t its terms and conditions.

19 20	Clause 21.3	In the event of breach of contract as indicated in tender or termination or suspension of services/ network, ERNET may impose a penalty of Rs. 1,00,000/- per day or part thereof for the period of disconnection. Apart from financial penalties, ERNET reserves the right to blacklist the organization (Service provider) for next 3 years. Prices should be quoted as final with no upward changes.	
20	Clause 21.7	r nees should be quoted as final with no upward changes.	No Change.
21	Section B, Clause 23	<b>Liquidated Damages and Penalties</b> If there is any delay in the implementation of the link / network due to Bidder's fault from schedule furnished by the Bidder and accepted by ERNET India, ERNET India will recover 2% on the total cost of the specific purchase order from the Bidder for each week of delay. This recovery will be subject to an upper limit of 10%. At the end of the 5-week period the order will be cancelled and all committed payment terms from ERNET India's side stands abrogated.	No Change.
22	Section B, Clause 24	<b>Force Majeure:</b> ERNET may grant an extension of time limit set for the completion of the work in case the timely completion of the work is delayed by force majeure beyond the contractor's control, subject to what is stated in the following sub paragraphs and to the procedures detailed there in being followed. Force majeure is defined an event of effect that cannot reasonably be anticipated such as acts of God (like earthquakes, floods, storms etc.), acts of states, the direct and indirect consequences of wars (declared or undeclared), hostilities, national emergencies, civil commotions and strikes (only those which exceed a duration of ten continuous days) at successful Bidder's factory. The successful Bidder's right to an extension of the time limit for completion of the work in above mentioned cases, is subject to the following procedures:	

23	Section B,	Arbitration and Laws: Except, where otherwise provided for in the	No Change.
	Clause 25.1	contract, all questions and disputes relating to the meeting of the	
		specifications, designs, drawings, and instructions herein before	
		mentioned and as to the quality of workmanship or materials used on	
		the work or as to any other question, claim, right, matter or thing	
		whatsoever in any way arising out of or relating to the contract,	
		designs, drawings, specifications, estimates, instructions, orders or	
		these conditions or otherwise concerning the works, or the execution	
		or failure to execute the same whether arising during the progress of	
		the work or after the completion or abandonment thereof shall be	
		settled within thirty (30) days (or such longer period as may be	
		mutually agreed upon) from the date that either party notifies in	
		writing that such dispute or disagreement exists, shall be settled	
		under the Rules of India Arbitration and Conciliation Act, 1996.	
		The venue of Arbitration shall be New Delhi, India. The arbitration	
		resolution shall be final and binding upon the parties and judgment	
		may be entered thereon, upon the application of either party, by any	
		court having jurisdiction.	
24		Assignment: The Bidder shall not assign, in whole or in part, its	No Change.
		obligation to perform under this contract, except with the	
		Purchaser's prior written consent.	
25	Section B,	Sub-contract: The Bidder shall notify the Purchaser in writing of all	No Change.
	Clause 27.1	sub-contracts awarded under the contract, if not already specified in	
		his bid. Such notification, in his original bid or later, shall not	
		relieve the Bidder from any liability or obligation under the contract.	
26		Delivery of link as per Schedule of Requirements: Delivery of the	Tender/ RFP is self explanatory w.r.t its terms and conditions.
	Clause 28.1	link and performance of service shall be made by the Bidder in	
		accordance with the time schedule specified by the Purchaser in its	
		Schedule of Requirements.	
27		Sanctions: An un-excused delay by the Bidder in the performance	No Change.
	Clause 28.2	of its delivery obligations shall render the Bidder liable to any or all	
		of the following sanctions: forfeiture of its performance security,	
		imposition of liquidated damages, and/or termination of the Contract	
		for default.	
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	Section B, Clause 30.1 Section B,	<b>Termination for Convenience:</b> The Purchaser may by written notice sent to the Bidder, terminate the Contract, in whole or in part at any time for its convenience. The notice of termination shall specify that termination is for the Purchaser's convenience, the extent to which performance of work under the Contract is terminated, and the date upon which such termination becomes effective.	
29	Section B, Clause 30.2	The Purchaser can terminate the service agreement by giving two months notice in advance to other party. In case, the bidder stops service without notice, ERNET has right to encash the bank guarantee and further action under clause 21.3.	, and the second s
	Clause 31	<ul> <li>Termination for Purchaser's default: The Purchaser may, without prejudice to any other remedy for breach of contract, by written notice of default sent to the Bidder, terminate the Contract in whole or in part.</li> <li>(a) If the Bidder fails to deliver any or all of the links / service within the time period specified in the Contract, or any extension thereof granted by the Purchaser.</li> <li>OR</li> <li>(b) If the Bidder fails to perform any other obligation(s) under the Contract.</li> </ul>	
31	Section B, Clause 32	<b>Price Fall:</b> The prices charged for the bandwidth and services supplied under the Contract by the Bidder shall in no event exceed the lowest price at which the Bidder sells the bandwidth and services or offers to sell bandwidth and services of identical description to any persons/ organizations including the purchaser or any department of the Central or State Government or any statutory undertaking of the Central or State Govt. as the case may be during the currency of the Contract. Non-compliance to this will be treated as breach of contract.	

32	Clause 32.3	In case whenever the bandwidth orders as per clause 8.3.1, gets increased by more than 100% at any point of time during the span of contract, an additional volume discount of 15% should be offered by the successful bidder(s) on the additional volume. <b>Passing of Property:</b> CPE Ownership shall not be passed on to the	
55	Clause 33.1	Purchaser and will remain the property of service provider	To Change.
34	Section B, Clause 34.1	Successful Bidder shall protect and fully indemnify the ERNET from any claims for infringement of patents, copyright, trademark or the like.	No Change.
35		<ul> <li>34.2 Successful Bidder shall also protect and fully indemnify the ERNET from any claims from successful Bidder's workmen/employees, their heirs, dependence, representatives etc or from any other person(s) or bodies/companies etc. for any act of commission or omission while executing the order.</li> <li>34.3 Successful Bidder shall be responsible for compliance with requirements under the laws and shall protect and indemnify completely the ERNET from any claims/penalties arising out of any infringements.</li> </ul>	
36	Clause 39.1	The Parties herein agree that ERNET India shall have the sole and discretionary right to assess the performance(s) of the Bidder components(s), either primary and or final, and ERNET India, without any liability whatsoever, either direct or indirect, may reject the system(s) component(s) provided by the Bidder, in part or in its entirety, without needing to offer any explanation to the Bidder, either during the pre and or post test period should the same be unsatisfactory and not be to the acceptance of ERNET India. The Bidder covenants to be bound by the decision of ERNET India without any demure in such an eventuality.	
37		The Bidder shall be responsible for setting-up, installation and delivering of network services as ordered at all the sites and for making them fully operational at no additional charge within 10 weeks from the date of placement of the purchase order.	

38	Castian D	If the Didden fails to delivery and/on install all the second second	T
30	Section B, Clause 40.2	If the Bidder fails to deliver and/or install all the equipment ordered within the stipulated time schedule or by the date extended by	<b>1</b>
		ERNET, it will be construed as a breach of contract and suitable	
		Liquidated Damages would be levied.	
39	Section B, Clause 41.1	Testing and acceptance will be done at ERNET and the user institutes where the bandwidth is installed. ERNET India reserves the right to reject the order if it is not conforming to the approved specifications. No payment will be made for the rejected items. The testing procedure includes: Latency, Packet drop and connectivity tests with extended ping, Jitter test and bandwidth availability test by dummy loading. ERNET also reserves the right to use any industry	The clause may be read as: "The bandwidth must be supplied in full as per ordered specifications. Testing and acceptance will be done at ERNET and the user institutes where the bandwidth is installed. ERNET India reserves the right to reject the order if it is not conforming to the approved specifications. No payment will be made for the rejected items. The testing procedure includes: Latency, Packet drop and connectivity tests with extended ping and bandwidth availability test by different possible means. ERNET also reserves the right to use any
		standard tool (s) to test the above, if required.	industry standard tool (s) to test the above, if required.
40		happened with ERNET's infrastructure and the desired services and QoS have been successfully implemented by the service provider.The tests will check for trouble-free operation of the	
41		<b>Confidentiality of Information:</b> This document contains information confidential and proprietary to ERNET. Additionally, the Bidder will be exposed by virtue of the contracted activities to internal business information of ERNET, affiliates, and/or business partners. Disclosure of receipt of any part of the afore mentioned information to parties not directly involved in providing the services requested could result in the disqualification of the Bidder, pre- mature termination of the contract and/or legal action against the Bidder for breach of trust.	

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	,	Intellectual Property: The proposal and all supporting	8
		documentation submitted by the Bidder shall become the Intellectual	
		Property of ERNET and it shall retain all material unless the Bidder	
		specifically requests, in writing, that the proposal and documentation	
		be returned after taking copies.	
43	Section B,	Bidder utilization of Know How: ERNET will request a clause	No Change.
	Clause 48.1	that prohibits the Bidder form using its personnel and any	
		information or know-how gained in this contract, if awarded, for	
		another organization whose business activities are similar in part or	
		in whole to any of those of ERNET anywhere in the country without	
		prior written consent of ERNET.	
			The clause may be read as: "A detailed project implementation
			schedule should be provided, clearly mentioning the various stages of
		milestones thereof.Since the project involves multiple locations,	
		networking and management of the whole MPLS network	
		infrastructure is critical.	
45	Section B,	The duration of the contract would be valid for a max. of period of	The clause may be read as: "The duration of the contract would be
		-	valid for a max. of period of five (5) years with an annual reduction of
			15% on the recurring charges after the completion of every service year
			from the date of final acceptance of respective link issued by ERNET
			India. The Bidder must note that after acceptance of the desired network
		•	architecture and connectivity up-to end location on the required speed
			by ERNET, it has to be kept operational for the duration of contract or
			any date mentioned in the termination notice to be issued from ERNET
			side. The order can be further extended by another six (6) months on
			mutual consent subject to acceptability of all tender terms and
		terms and conditions.	conditions".

Γ will ask for feasibility of
e providers before placing the
ondition that service provider
feasible out of the total given
t will be treated as breach of
ould be submitted within two
from ERNET side, incase no
d then the site is deemed to be
n-feasible sites will also be
".

48	Clause 1.1	terminated at ERNET user location through successful bidder's PoPs. The links will be ordered for the existing as well as new clients across India through the existing/ new PoPs at desired speed. For detailed technical requirements bidder needs to refer Section E. All the successful bidders shall provision to extend the monitoring node from their central PoP to ERNET's PoP at Delhi and Bangalore.	The clause may be read as: "Bidders are required to provision Internet Lease Line to be terminated at ERNET user location through successful bidder's PoPs. The links will be ordered for the existing as well as new clients across India through the existing/ new PoPs at desired speed. For detailed technical requirements bidder needs to refer Section E. All the successful bidders shall require to provide details of Web Portal wherein customer can log on thru credentails and view health of the links to monitor SLA parameters like link avalibility, utilization graph, uptime/ downtime report, latency, etc. However it is the prime responsibility of successful bidders to proactively monitor all the links for all the service related issues".
49	Clause 1.2	Bidders shall be responsible for putting one router (to be provided by ERNET) at their central PoP for monitoring and traffic analysis purpose of ERNET. Bidder shall also be responsible for doing any configuration for any desired services to run on the delivered links/ network.	
50	Clause 1.3	locations of 2, 4 & 6) Mbps the last mile can be on fibre/ RF.) All the links above 6 Mbps must be delivered on fibre only. However ERNET may relax the condition of last mile on fibre in exceptional circumstances subject to upper limit of around 20 % of total ordered circuits at any single point of time during the complete period of contract for single service provider. In case of future upgrades	<b>The clause may be read as:</b> "The Bidder must provide Ethernet over Copper/ RF/ Fiber connectivity. (For locations of 2 Mbps the last mile can be on Copper/ fibre/ RF and for 4 & 6 Mbps the last mile can be on fibre/ RF) All the links above 6 Mbps must be delivered on fibre only. However ERNET may relax the condition of last mile on fibre in exceptional circumstances subject to upper limit of around 20 % of total ordered circuits at any single point of time during the complete period of contract for single service provider. In case of future upgrades beyond 6 Mbps, the bidders had to bear additional one-time cost of migration to fiber".
51	Clause 1.4	permission from user and the local government agencies/regulatory bodies for erection of RF tower & implementation of RF connectivity to provide the ordered bandwidth to the user. Bidder	

52	Section C, Clause 2.2	Supply, installation, integration with customer network and maintenance of network and equipments including CPE equipment at all locations.	
53	Section C, Clause 2.4	to other nodes. For the purpose, bidder should be required to coordinate with ERNET team and end customer to ensure successful running of any desired services on the delivered network. Bidder shall be responsible for providing Internet bandwidth from their	
54	Section C, Clause 2.5	On demand of ERNET, bidder should be liable for hosting / placing a ERNET's Router at their central PoP with adequate space for sitting of one ERNET's manpower, provision for uninterrupted power supply, routing of complete ERNET traffic to that router for monitoring purpose and / or extending a link from their central PoP to ERNET's Delhi PoP for monitoring the complete traffic	
55	Section C, Clause 2.6	The bidder should proactively monitor complete network (end-to- end) and register the complaints for any issue in the network by taking the SNMP read only access of the CPE.	- ·
56	Section C, Clause 2.8	The bidder should be able to provide online portal access for viewing real time health of the link, bandwidth utilization, uptime/downtime and all other SLA parameters.	
57	Section D, Clause 3	The Bidder should have its own NLD backbone network and National Long Distance (NLD) & VPN service provider license from Dept. of Telecommunication, Ministry of Communication and Information Technology, Govt. of India.	

	Clause 7	The bidder should submit the 3 order copies and their Letter of Execution / Completion Certificate from at least 3 existing customers to whom the vendor has been providing lease line/ MPLS VPN services for last 2 years. Out of the 3 submitted order copies, 2 orders should be for connecting at least 50 locations and 1 order for 80 locations for each customer.	
	Clause 9	The bidder should have Annual Turnover for the last three financial Years i.e. 2009-10, 2010-11 and 2011-12 should be minimum Rs. 50 Crores.	8
	Section D, Clause 10	The Vendor's shall have ISO 9000:2001 certificate	The clause may be read as: "The Vendor's shall have valid TL: 9000 certificate".
	Clause 1.1		<b>The clause may be read as:</b> "To provide primarily Data services both IPv4 as well as IPv6 and allow Internet traffic flow for all type of services".
~ -	Clause 2 (Flexibility)		

63	Section Clause 3	information about network performance and usage of network by	The clause may be read as: "It is expected that Bidder must be able to provide real time information about network performance and usage of network by each user institutions. For providing the desired information
		has to take the SNMP read only access of the CPE.	bidder has to take the SNMP access of the CPE.
		The Web Based Network Monitoring Portal of the bidder should have the following features:	The Web Based Network Monitoring Portal of the bidder should have the following features:
		• The portal should be capable of inter working with SNMP agents of routers supplied as well as existing routers.	<ul> <li>The portal should be capable of inter working with SNMP agents of routers supplied as well as existing routers.</li> </ul>
		• The portal should offer GUI and Web browser based interaction for the user.	• The portal should offer GUI and Web browser based interaction for the user.
		• IT portal should be possible to monitor the complete network from a single point	• IT portal should be possible to monitor the complete network from a single point
		• Portal should provide the statistics regarding resource utilization and faults in the network	• Portal should provide the statistics regarding resource utilization and status of the network
		• Portal should be able to detect the number of active and faulty links and routers on the network at any given time.	• Portal should be able to detect the number of active and faulty links and routers on the network at any given time.
		• Portal should offer tabular information giving percentage uptimes of individual links on a monthly basis.	• Portal should offer tabular information giving percentage uptimes of individual links on a monthly basis.
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64		Network Management through well-known NMS should be carried	The Clause Stands Deleted
	Clause 4	out in distributed fashion and also reported to central NMS.	
		· View options for network management and control should be	
		provided to ERNET.	
		• Management of Layer 3 level details should be maintained and	
		should be provided to ERNET upon request.	
		• Network monitoring system could be based on technologies like	
		SNMP v3,v2,v1.	
		• The NMS shall support automatic event correlation, on events	
		arising due to any of the following: Pair Wise events ( ex: link	
		up/down), Chassis Intermittent status, Node interface, Multiple	
		reboot, De-duplication, Physical address mismatch, Authentication	
		failure, Connector down, Scheduled maintenance.	
		• Product should be able to update router configuration changes like	
		re-indexing of ports, addition / deletion of ports on Network Map	
		with each polling cycle without rediscovery of complete	
		network/individual device.	
		• The bidder shall provide web based monitoring tools which should	
		provide report on real time latency, packet drop, and availability of	
		bandwidth and reports on network utilization, downtime,	
		performance, packet drops, Jitter, link status, accounting	
		information, configuration changes, etc should be provided on	
		regular basis (weekly, fortnightly, monthly and yearly). The Bidder	
		should generate reports based on special request and parameters if	
		required.	
		• Must be able to identify how device resources are affecting network	
65	Section E,	The network should be scalable to gigabit speeds, which should	Tender/ RFP is self explanatory.
	Clause 4.2	happen without much disruption to the already set-up operational	
		network.	
66			Explanation of the clause: "The policies will be based on any security
	Clause 4.3		guidelines issued from Govt. of India OR any law enforcement agency
		feedback, security policy will be implemented by the Bidder.	of the country".

67	Section E, Clause 5.1.3	Latency (max.)	The clause may be read as: "Latency (max.)
	Clause 5.1.5	On Fibre – 20 ms (RTT) – up to 200 Km & 80 ms (RTT) above 200 Km On RF – 60 ms (RTT) – up to 200 Km & 120 ms (RTT) above 200 Km (From CPE to CPE in the same cloud)	Latency of less than 50 msec. from CPE router to Internet gateway of the bidder in India and less than 300 msec from Internet gateway of the bidder to the popular wesites hosted in Europe/ USA.
68	Section E, Clause 5.1.4	Average Time to Repair Link Failures If the repair is of service nature then < 4 Hours. If the Repair/Replacement of CPE/MUX is required (as per ERNET observation) then - 12 hours. (MTTR from each link until CPE)	No Change.
69	Section E, Clause 5.1.7	Link Fail over/redundancy occurs	<b>Explanation of the clause:</b> "It is the fail over time for service providers backbone network."
70		Uptime         Penalty         in         % of         total         Monthly         payment:           >=99.         0 $0$ >98.5 to < 99         10 $98 to < 98.5$ $20$ >98 to < 98.5 $20$ >95 to < 98 $30$ $90 to < 95$ $70$ $< 90 \%$ $100$	
71		In case of last mile link failure ERNET POP, all the locations connected to the cloud will be treated as down and penalty, as defined above, will be applicable till all the last mile connectivity is restored.	
72		MTTR, Packet loss and Link failover will be calculated as per ERNET decision.	The clause may be read as: "Bidder should also provision for automated ticket booking mechanism on the event of link failure.

73			The clause may be read as: "ERNET's Helpdesk will also maintain the records of downtime / other SLA parameters and the same shall be taken as reference in situations where there is ambiguity about the timing and nature of fault".
74	Section E, Clause 5.4	the fault and restore the same at the earliest. The user institution shall provide all necessary support for enabling testing of the circuit. Circuit shall be presumed to be restored when the Bidder has tested the circuit to the satisfaction of ERNET. The fault duration shall be accounted accordingly. It will be the responsibility of the Bidder to show proper working of circuit on end to end basis through use of test instruments by sending test data while at the same time keeping the bit error rate within limits. The link will be treated as restored as	The clause may be read as: "On receipt of complaint, Bidder shall make best efforts to localize the fault and restore the same at the earliest. The user institution shall provide all necessary support for enabling testing of the circuit. Circuit shall be presumed to be restored when the Bidder has tested the circuit to the satisfaction of ERNET. The fault duration shall be accounted accordingly. It will be the responsibility of the Bidder to show proper working of circuit on by browsing the Internet, avaliability of ordered bandwidth and maintaining all SLA parameters under limit. ERNET may also ask the bidder to demostrate the avaliability of ordered bandwidth through use of industry standard test instruments. The link will be treated as restored as soon as Bidder is able to show the above stated functionality".
75	Section F, Annexure - I	Annexure I, Indicative list of user locations	Explanation of the clause: Kindly ref. reply given above at S. No. 4.
76	Section F, Annexure -	AnnexureIII, Price Bid Format	Tender/ RFP is self explanatory.
77	Section F, Annexure -	AnnexureIII, Price Bid Format (Calculation of L1)	Tender/ RFP is self explanatory.