



9th Floor, B-Wing,
Statesman House, 148,
Barakhamba Road,
New Delhi-110 001 India
Phone: +91-11-48202000
Fax: +91-11-48202013
Email: info@nixi.in
NOTICE INVITING TENDER

REQUEST FOR PROPOSAL FOR DRAFTING NATIONAL INTERNET STRATEGY DOCUMENT
--

CRUCIAL DATE SHEET

NAME OF THE TENDER	REQUEST FOR PROPOSAL FOR DRAFTING NATIONAL INTERNET STRATEGY DOCUMENT
Bid Submission Start Date	26-10-2022
Last Date for bid submission	29-10-2022 (3.00 P.M. at NIXI)
Opening of Bid and evaluation	29-10-2022 (3.30 P.M.)

Notes:

1. Any tender received by the Employer after the deadline prescribed in submission date will be returned unopened to the Tenderer.
2. The suggestions received will be referred to the committee and will be incorporated if found justified after the approval of the Competent Authority.

TENDER AT A GLANCE

TITLE OF TENDER	REQUEST FOR PROPOSAL FOR DRAFTING NATIONAL INTERNET STRATEGY DOCUMENT
NATURE OF TENDER	PUBLIC
SCOPE OF TENDER	DOMESTIC
MODE OF BIDDING	SINGLE BID SYSTEM
EVALUATION CRITERIA	QUALITY AND COST BASED SELECTION (QCBS)
TENDER FEES	Rs 5,000/-
VALIDITY OF TENDER	90 DAYS FROM DATE OF OPENING OF BID
DESCRIPTION	NIXI/CEO/001/NIS(RFP)/2022

C O N T E N T S

CLAUSE	PARTICULARS	PAGE
I.	NIXI Overview	3
II.	Letter of Invitation	4
III.	Scope of Work	6-16

I. NIXI OVERVIEW

The National Internet Exchange of India (NIXI) is a non-profit Company incorporated under Section 25 of the India Companies Act, 1956 (now section 8 under Companies Act 2013) with an objective of facilitating improved internet services in the country. NIXI was registered on 19th June, 2003 and performs three operations -

National Internet Exchange of India (NIXI) was set up for peering of ISPs among themselves for routing the domestic traffic within the country, instead of taking it all the way to US/Abroad, thereby resulting in better quality of service (reduced latency) and reduced bandwidth charges for ISPs by saving on International Bandwidth. NIXI is managed and operated on a Neutral basis, in line with the best practices for such initiatives globally.

Website – www.nixi.in

.IN Registry is India's Country Code Top Level domain (ccTLD). The Govt. of India delegated / authorized the operations of .IN Registry to NIXI in 2005. The IN Registry operates and manages India's .IN ccTLD. Now .IN domain names are available to anyone on first- come-first-served basis.

Website – www.registry.in

.IN Registry and Internationalized Domain Names (IDNs): Since 2005, NIXI also manages the .IN Registry (www.registry.in) including 15 IDN TLDs (in 22 official languages). At present, 153 Registrars have been accredited to offer .IN domain Name registration worldwide to customers. This has helped proliferation of web hosting in the country and promotion of Indian language content on the Internet.

IDN's in Hindi, Bodo, Dogri, Konkani, Maithili, Marathi, Nepali Sindhi, Bangali, Gujarati, Manipuri, Punjabi, Tamil, Telugu and Urdu languages were launched during the year 2014-15. The General availability of all the remaining Indian languages i.e. Assamese, Kannada, Oriya, Malayalam, Santali, Sanskrit, Sindhi, Kashmiri started from 15th July, 2020

Indian Registry for Internet Names and Numbers (IRINN) in India that provides allocation and registration services of IP addresses and AS numbers, and contributes to the society by providing Internet-related information as a non-profit, affiliation-based organization, and performing research, education and enlightenment activities. IRINN is a division functioning under NIXI and provides allocation and registration services of Internet Protocol addresses (IPv4 & IPv6) and Autonomous System numbers to its Affiliates. It is a not-for-profit, Affiliates based entity, with the primary goal of allocation of Internet resources to its Affiliates.

Website – www.irinn.in

II. LETTER OF INVITATION

Request for Proposal for drafting national internet strategy document.

1. The Chief Executive Officer (CEO), NIXI invites Request for proposal (RFP) from eligible firms for providing consulting services of Strategy and Advisory Assistance for the scope and deliverables defined under section of “**Scope of work**” of this bid document.

2. The method of selection of bidder/firm shall be on **Quality and Cost Based Selection (QCBS) method** as per the GFR 2017, Rule 192. The Consultancy firms interested to participate in providing services defined in the bid document shall satisfy the following conditions and achieve minimum technical score indicated in the Bid Data Sheet.

3. Qualifying requirements to participate in the bid:

The following qualification conditions are mandatory requirements and required to be fulfilled by the bidder.

	Qualifying Criteria	Documents to be submitted along with bid
I	Technical Requirements	
1	Should be Company registered under Companies Act, 1956 or a partnership firm registered under LLP Act, 2008	Valid certificate of Registration/ incorporation certificate along with Memorandum & articles of Association.
2.	Registered with the Service Tax Authorities and should have been operating for the last three years	Copy of Service Tax Registration Certificate
3.	Bidder should have experience of providing strategy consultancy services in Technology, Media, and Telecom (TMT) sector for a minimum of 5 years, i.e., 2017-2018 to 2022-23 with at least one project during 2022-23.	Undertaking by Lead partner supported by relevant credentials
4.	The Bidder must have successfully completed at least one Consultancy project of assisting any nation in drafting internet strategy framework for the country/ central government agency	Same as 3.
5.	Bidder shall provide the list of personnel for the said consultancy works dedicated full time to the project along with	A self-declaration from HR Head of the bidder along with attested CVs of the

	sufficient back-end support to cover the scope of the services. Project leader should have minimum 8 years of experience in Technology, Media, and Telecom strategy. The team should also include seasoned professionals with minimum 8 years' experience in regulatory consulting in ICT space	manpower to be deployed to this subject work.
6.	Lead Partner of the Consulting Firm should have minimum 15 years of experience in strategy consulting in Technology, Media, and Telecom space	A self-declaration from the Lead Partner of the Consulting Firm.
7.	The bidder shall not be blacklisted or defaulted with any of the Government agencies at the time of bidding.	A self-declaration by the bidder
II	Financial Requirements	
1.	Minimum Annual Turnover of the Bidder must not be less than Rs.100 Crores in any of last three (3) financial years This turnover should be on account of Consulting (or IT consulting) only and should not comprise of sales revenues related to supply of hardware/IT infrastructure, software development and their associated maintenance services, implementation of packaged software etc	Certified copies of Audited Financial Statements providing the Turnover details for the last three (3) financial years For the Financial Year 2021-22, if audited report is not available, then provisional Audited Report certified by a Chartered Accountant shall be provided. The Audited Financial statement should be in Indian National Rupees.

Note: Only those bidders who meet the above qualifying criteria shall be considered for the award of scores defined in the data sheet.

In addition,

- a. Only Single Bidder is allowed for participation and no Consortium is allowed.
 - b. Any bid not found to be in conformance with any of the qualifying conditions will be summarily rejected and not considered for further evaluation.
4. Even though the Tenderers meet the above criteria, they are subject to be disqualified if they have:
- made misleading or false representations in the forms, statements and attachments submitted in proof of the qualification requirements; and/or
 - record of poor performance such as abandoning the works, not properly completing the contract, inordinate delays in completion, litigation history, or financial failures etc.

5. RFP and corrigenda there on shall be published on www.nixi.in

6. Tender Processing fee: Rs 5,000/-

CEO NIXI

III. SCOPE OF WORK

The scope includes developing an actionable National Internet Strategy for the Government of India to provide an open, safe & trusted and accountable internet to all the citizens of India.

3.1 Objectives

- i. To facilitate stakeholders in the internet ecosystem, both technically and commercially.
- ii. To promote innovation and development in the Internet Industry
- iii. To encourage Capacity Building on a regular basis to ensure that all the consumers are able to use and adopt the latest technology in the Internet system.
- iv. To encourage content generation and usage in the citizen's own mother tongue.
- v. To envisage a core team to guide unified efforts of the involved stakeholders at all levels.
- vi. To facilitate the deliberation, scrutiny, and collation of views and inputs of stakeholder views and observations.
- vii. To Facilitate/convene briefings before and after crucial forums and meetings on internet policy in order to update and inform the community on key policy issues under discussion, crucial decisions taken, and encourage community participation in policy formulation
- viii. To encourage start-up ecosystem

3.2 Outline

The scope includes developing a National Internet Strategy for the Government of India defining indicators, objectives, goals, strategic priorities, key intervention areas, policies and regulatory support required to achieve desired outcomes. This would include developing a way forward/ roadmap to achieving the strategic goals and proposing governance model to track progress. Duties of the Consultant are summarized as below:

3.2.1 Assessment of current internet eco-system

As a part of the assignment, the consultant shall perform the As-is assessment of the current internet eco-system which should include:

- a. Qualitative and quantitative as-is assessment with regards to key metrics, initiatives, govt. policies, regulations and current goals
- b. Value chain analysis to identify key constraints and bottlenecks
- c. Research on internet consumption patterns and key challenges across urban and rural areas

- d. Use existing reports/information/primary interviews, e.g., Internet Resilience, Multilingual Internet, IPv6 Implementation, Internet Performance, Undersea Cables + Landing Stations, etc.

3.2.2 International Best Practice Study

The Consultant shall be required to study the best practices from strategy, process, capacity building, capability development & technology perspective and prepare the report with recommendations to add value in the initiatives envisaged under the project. As a part of the assignment, the consultant shall undertake the following key activities:

- a. Study similar initiatives in advanced and developing nations (cover at least 3 nations for each category). For example nations like USA, UK, Russia, Estonia, China
- b. Study the practices/ recommendations of other private associations/ entities that might be relevant to the scope.

The Best practices report shall contain those practices which have the potential of being incorporated in the national strategy blueprint.

3.2.3 Gathering inputs from Industry bodies and experts

The consultant shall draw up inputs by involving all key stakeholders which involves:

- a. Identification of key govt. departments in consultation with NIXI and incorporating their inputs
- b. Identification of key Industry bodies and conducting workshops to understand recommendations/ best practices from industry which should be enumerated into the document
- c. Consultant may in addition solicit inputs from various industry experts, academia, Government etc., to ensure thorough coverage

3.2.4 Drafting National Internet strategy

3.2.4.1 Key Pillars to be addressed as part of the national intranet strategy (illustrative):

Strategy Pillars	Pillar milestones/ building blocks
Internet Resilience	<ul style="list-style-type: none"> • Vulnerability Management • Crisis Planning • Root Server • Public DNS • Domains .IN and IDN, email ID to every citizen • Cyber Resilience awareness and training
Quality Delivered	<ul style="list-style-type: none"> • Infrastructure availability including landing stations • Metric Measurement • IXPs (spread to Tier II/III Cities)

	<ul style="list-style-type: none"> • Availability & Affordability of CPEs (Customer Premises Equipment) • Data Centres in Tier II and III cities
Inclusive Internet	<ul style="list-style-type: none"> • Multilingual Internet • Email ID internationalization • Promotion and Creation of Relevant Content • Affordability • UA Readiness Level (Star System) • Equitable inclusion of differently abled communities
Capacity Building + Lab	<ul style="list-style-type: none"> • Awareness Campaigns on all relevant Internet Areas • Reskilling and upskilling of citizens • Internet Governance Course for Colleges • Online platform for API Integration
Trust & Safety	<ul style="list-style-type: none"> • Digital Trust Centres (CDAC) • Cybersecurity • DNSSEC • IPv6 implementation with RPKI and ROA • Website Trust Index
Research & Development	<ul style="list-style-type: none"> • New and Emerging Technology affecting the Internet to study Impact on Society (CCBT) • R&D on Beyond 5G • Setting up Ecosystem of IEFT and IRTF • PLI for Internet Technologies • Centre of Excellence (Standardization, Guidance & Governance, KPIs) • Enhancing R&D to realize cutting edge ICT in all aspects of society • Nextgen wireless Research (IIT Hyderabad)
Start-ups (Internet Related)	<ul style="list-style-type: none"> • Providing incubation centres • Creating Market for start-ups • Training with appropriate technology • Generating credit line for financial support

3.2.4.2 Attributes Common to All Pillars

- a. Policies and Frameworks
 - Institutionalization of Internet Governance
 - Reframing .IN Domain Name Dispute Regulation Policy
 - Policy Considerations in alignment with new technologies and global standards
 - International Representation and Participation
 - ICT Policy frameworks in alignment with UN SDGs

- Digital India Act
 - Data Security
- b. Supply and Investment
 - Enhance supply-side market competition
 - Subsidization for local producers
 - Public-Private Partnership
 - Institutional Arrangement

3.3 Essential Components of proposed report

- a. Vision and objectives
- b. Objectives of each pillar
- c. Detailed description of each building block under each pillar
- d. List of activities envisaged with responsibility centers and timelines
- e. Expectation after implementation of recommendations with quality and quantity
- f. Way Forward
- g. Recommended governance model to track progress

3.3.1 Deliverables & Timelines

The Consultant shall create and maintain all project documents that shall be passed on to the State as deliverables as per the agreed project timelines (estimated timeframe: 8-10 weeks). The documents created by the Consultant will be reviewed and approved by the NIXI and MeitY

The following table details the most important outputs:

Table 1: Deliverables

#	Description	Due Date
1.	Document of as-is assessment of the Internet ecosystem in India	4-5 weeks from Start Date
2.	Global Benchmarking report	5-6 weeks from Start Date
3.	Key recommendations, strategic roadmap, and goal setting (Short-term, Medium-term and Long-term)	7-8 weeks from Start Date
4.	Internet Strategy Document	8-9 weeks from Start Date
5.	Implementation roadmap and proposed governance model to track impact	9-10 weeks from Start Date

There will be a weekly progress meeting with the Consultant's team to ensure that the timelines are met for the above.

3.3.2 Payment Schedule:

The payment to consultant will be paid in prorata to the deliverables of the consultant as per the terms of reference in the following manner.

S. No	Deliverable/Description of work	% of Payment
1	a. Output from As-is assessment of the Internet ecosystem in India. b. Global Benchmarking report (agreed set of 3 countries)	30
2	Preparation of Draft National strategy document	40
3	Preparation of Final document	30

3.4 Bidding System

1. Bids will be submitted in hard copies at NIXI office Delhi. There is no electronic or digital submission allowed.
2. Each page of the tender bid should be signed and sealed by authorized signatory.
3. No bid will be accepted post the last date and time mentioned in the tender document. However, NIXI reserves the right to extend the date and time of bid submission.

3.4.1 Schedule Table

STAGES OF TENDER	PROPOSAL FOR DRAFTING NATIONAL INTERNET STRATEGY DOCUMENT
Bid Submission Start Date	26-10-2022
Last Date for bid submission	29-10-2022 (3.00 P.M. at NIXI)
Opening of Bid and evaluation	29-10-2022 (3.30 P.M.)

3.4.2 Assistance to bidders

Any queries relating to the tender document and the terms and conditions contained therein should be addressed to the following email id abhijeet@nixi.in.

3.4.3 Bid Evaluation Criteria

- I. The responsive bids will first be evaluated for technical compliance. Non-submission of essential documents stipulated will result in a bid liable for disqualification at technical evaluation stage.
- II. Bids determined to be substantially responsive will be checked by NIXI for any arithmetical errors in computation and summation. Where there is discrepancy between rates/amounts given in figures and in words, the rates/amounts given in words will prevail.

- III. NIXI shall evaluate the financial bids of eligible bidders to determine the bidder on the basis **Quality and Cost Based Selection (QCBS) method**

#	Specific Requirement	Marks allocated	Documents Required
1.	Suggested Scope of Work and Approach & Methodology (A&M)	40	Minimum of 30 marks based on Qualitative Assessment of suggested approach, frameworks and methodology based on 1) Relevance to the envisaged project 2) Comprehensiveness
2.	Bidder's Experience in "Similar" Projects	40	Minimum of 30 marks based on Qualitative Assessment on 1) Delivery of similar projects in the past (Formulating Internet & ICT strategy for countries) 2) Experience of Lead Partner, Project Leader and key team members in Technology, Media, and Telecom strategy
3	Bidder's Competence	20	Minimum of 10 marks based on Qualitative Assessment on 1) Strengths of the consultant in Technology, Media, and Telecom sector <ul style="list-style-type: none"> • Number of dedicated professionals in Technology, Media, and Telecom consulting • Global pool of SMRs 2) Strengths & experience in policymaking & regulatory consulting 3) Thought leadership in Telecom & Internet space

3.4.4 Bid Validity

- I. All the bids will be valid for a period of 90 days from the last date of submission of the tender for execution of Contract. This can be extended if so required with the approval of the Competent Authority.
- II. In exceptional circumstances, prior to expiry of the original time limit, the NIXI may request the bidders to extend the period of validity for a specified additional period beyond the original validity of 90 days. The request and the bidders' responses shall be made in writing/Email. The bidders, not agreeing for such extensions will be allowed to withdraw their bids.

3.4.5 Modification / Substitution/ Withdrawal of bids

- I. No Bid shall be modified, substituted, or withdrawn by the Bidder after the bids due date.
- II. Any alteration/ modification in the bid or additional information supplied subsequent to the bid's due Date, unless the same has been expressly sought for by the Authority, shall be disregarded.

3.4.6 Rejection of the Bid:

The bid submitted shall become invalid if: -

- I. The bidder is found ineligible.
- II. The bidder does not provide all the documents as stipulated in the bid document.

3.4.7 Right to reject or scrap the process

The NIXI reserves the right to accept or reject any Tender, and to scrap/ cancel the Tender process and reject all Tenders, in full or part, at any time prior to the award of Contract, without thereby incurring any liability to the affected Tenderer or Tenderers or any obligation to inform the affected Tenderer or Tenderers of the grounds for the Employer's action.

3.4.8 General Instructions for Bidding process

Bids should be completed in all respects, must be submitted on or before the last date specified in the schedule of events.

The NIXI may, at its own discretion, extend the last date for submission of tenders. All the bids are valid for a period of 90 days from the last date of submission of the tender for execution of Contract. It may be extendable.

The bid submitted shall become invalid if: -

- I. The bidder is found ineligible.
- II. The bidder does not provide all the documents as stipulated in the bid document.
- III. The bidder has knowingly concealed & misrepresented the facts for shortlisting.

3.4.9 Tender Fees

The tender fees shall be Rs 5,000/- (Five Thousand), which shall be enclosed in shape of Demand Draft. In case the same is deposited through NEFT, its proof shall be enclosed. The NEFT details, in which the Tender Fees is to deposited are as under:

A/c Name:- National Internet Exchange of India

A/c No. - 629405034094

IFSC- ICIC0006294

Branch: Nehru Place, New Delhi-110019.

3.4.10 LAST DATE FOR RESPONSE OF SUBMISSION OF BID

The bidding parties are advised to carefully go through each clause of tender before submitting their proposal in response to this tender Notice.

The last date for submission of receiving response is mentioned on cover page and Clause III. Any response received after the above deadline will be rejected. All interested parties who can hand over the space in Data Centre at the above-designated locations shall submit their quote along with the feasibility by the above deadline positively at the following address:

National Internet Exchange of India(NIXI)
9th Floor, B-Wing, Statesman House,
148, Barakhamba Road,
New Delhi-110 001
Phone: +91-11-48202000
Email: nixi@nixi.in

In case of any query, you may contact **Abhijeet Srivastava– Consultant (Business Analyst)** on **Phone Number +91-11-48202000** or through **his e-mail, abhijeet@nixi.in** before the last date.

3.4.11 DOCUMENTS REQUIRED TO BE SUBMITTED WITH BID

The bidder shall ensure that the documents to be submitted as per the tender document must be enclosed.

S. NO.	PARTICULARS	ENCLOSED	
		YES	NO
1	PROOF OF COMPANY REGISTERED		
2	PROOF OF COMPANY REGISTERED (TAX REGISTRATION)		
3	PROOF OF HAVING AT LEAST 5 YEARS OF RELEVANT EXPERIENCE		
4	PROOF OF SUCCESSFULLY COMPLETED STRATEGY FRAMEWORK FOR A GOVT AGENCY		
5	PROOF OF RELEVANT EXPERIENCE (PERSONNEL)		
6	PROOF OF RELEVANT EXPERIENCE (LEAD PARTNER)		
7	PROOF OF NON-BLACKLISTING		
8	PROOF OF ANNUAL TURNOVER FOR LAST 3 FY		
9	PROOF OF TENDER FEES		
10	DULY SIGNED CHECK LIST		
11	PRESENTATION (Suggested Scope of Work and Approach & Methodology)		
12	ANY OTHER DOCUMENT/S BEING SUBMITTED (PLEASE SPECIFY)		

- I. The bidder should sign all pages of the tender document. In case the desired document/s are not enclosed with the proposal will be rejected.

- II. The bidder shall carefully go through the tender document and ensure that all document and ensure that all documents are enclosed otherwise their bid will be rejected.
- III. The documents enclosed shall be listed in the prescribed format of checklist regard, the Principal will inform the Chief Vigilance Officer and in addition can initiate disciplinary actions.

4.Provision of Services & Documentation

4.1 Service obligations

The Consultant must supply the Services:

- i. with due skill and care and to the best of the Consultant's knowledge and experience;
- ii. in accordance with the Performance Criteria;
- iii. in accordance with relevant Indian industry standards, good industry practice and guidelines or where none apply, relevant international industry standards, best practice and guidelines,
- iv. using the Specified Personnel (if any);
- v. in accordance with all applicable Laws;
- vi. in accordance with any reasonable directions in relation to the Services given by the Client from time to time;
- vii. so as to meet the Milestones and other project plan requirements, and where no Milestones or project plan requirements are specified, promptly and without delay;
- viii. otherwise in accordance with the provisions of this Contract.

4.2 Access to Client's premises

The Client will cooperate with the Consultant by providing access to its premises and facilities as reasonably necessary to enable the Consultant to provide the Services.

4.3 Conduct at Client's premises

The Consultant must, if using or accessing the Client's premises or facilities, comply with all reasonable directions and procedures relating to occupational health and safety and security in operation at those premises or facilities whether specifically drawn to the attention of the Consultant or as might reasonably be inferred from the circumstances.

4.4 Provision of Documentation

The Consultant must give the Client the Documentation specified in the Statement of Work in the format and at the times specified in the Statement of Work.

4.5 Documentation requirements

The Documentation must at the time of delivery:

- i. be current and accurate.
- ii. adequately explain key terms and symbols; and
- iii. be in English.