



# **Request for Proposal (RFP) for Nokia Card Procurement for KFON Project at Network Operations Centre (NOC)**

**Reference No: KFON/RFP/NOC/NHR/2025-26/101**

## **1. Introduction**

Kerala Fibre Optic Network (KFON) invites sealed quotations from qualified vendors for the supply of Nokia router line cards for the KFON Project at the Network Operations Centre (NOC). This RFP outlines the technical specifications, submission requirements, and evaluation criteria for the procurement of hardware components critical to the project. All devices must be compatible with existing Nokia BNG routers and carry a minimum one-year warranty.

## **2. Scope of Work**

The selected vendor shall supply, deliver, and provide warranty support for the Nokia router line card listed below. The hardware is intended for use in Nokia Broadband Network Gateway (BNG) routers to support high-speed connectivity and caching servers at the KFON NOC.

## **3. Technical Specifications**

The following hardware component is required. Vendors must ensure that the item meets or exceeds the specifications provided and is compatible with existing Nokia BNG (META) routers. The hardware must carry a minimum one-year warranty covering defects in materials and workmanship.

### **Hardware Requirements**

#### **1. Nokia Router Line Card (MDA-s Module)**

- **Description:** 7750 SR-s 4-ports QSFP56-DD (10/40/100/400G) + 4-ports QSFP28 (10/40/100G) MDA-s. Accepts (4) 10/40/100/400GBase Optic Module QSFP+/QSFP28/QSFP28-DD/QSFP56-DD + 4-ports QSFP+/QSFP28. Total throughput: 1.2 Tbps (2x400G + 4x100G).

- **Part Number:** 3HE12515AA
- **Model Compatibility:** Nokia BNG (META)
- **Remarks:** Used for Nokia BNG to connect caching servers.
- **Quantity:** 1

## 4. Submission Requirements

Vendors are required to submit sealed quotations comprising two separate envelopes: **Technical Bid** and **Financial Bid**. Both envelopes must be clearly labelled and submitted together in a single sealed package labelled “RFP for the supply of Nokia Card - KFON”.

### 4.1 Technical Bid

The Technical Bid must include:

- **Company Profile:** Overview of the vendor, including experience in supplying networking hardware for large-scale telecom projects.
- **Compliance Statement:** A detailed point-by-point compliance statement addressing the item in the technical specifications, confirming that the supplied hardware meets or exceeds the requirements and is compatible with existing Nokia BNG (META) routers.
- **Product Datasheets:** Manufacturer datasheets for the item, specifying part number, performance metrics, and compatibility details.
- **Warranty Information:** Details of warranty terms, confirming a minimum one-year warranty covering defects in materials and workmanship.
- **Delivery Timeline:** Ability to meet the 11-day delivery requirement post-PO.
- **Certifications:** Any relevant certifications for the hardware (e.g., ISO, CE, or manufacturer certifications).
- **References:** At least one reference from previous client for similar hardware supply projects.

### 4.2 Financial Bid

The Financial Bid must include:

- **Itemized Cost:** Detailed cost breakdown for the item, including unit price, total price for the required quantity, and any applicable taxes or duties.
- **Total Cost:** Grand total for the item, inclusive of taxes, duties, and delivery charges to the KFON NOC.
- **Payment Terms:** Proposed payment terms
- **Validity of Quote:** The quotation must remain valid for at least 60 days from the submission deadline.

### 4.3 Submission Instructions

- **Format:** Both Technical and Financial Bids must be submitted in hard copy, sealed in separate envelopes labeled “Technical Bid – KFON Nokia Card Procurement” and “Financial Bid – KFON Nokia Card Procurement.”
- **Packaging:** Both envelopes must be placed in a single sealed outer envelope labeled “RFP Submission for KFON Nokia Card Procurement.”
- **Submission Deadline:** August 22, 2025, by 5:00 PM IST.
- **Submission Address:**

KFON Head Office  
2nd Floor, Jeevan Prakash, LIC Building  
Pattom P.O Thiruvananthapuram, Kerala, India - 695004

- **Mode of Submission:** By hand or via post/courier. Late submissions will not be accepted.

## 5. Evaluation Criteria

Proposals will be evaluated based on the following criteria:

- **Technical Compliance:** Adherence to the specified technical requirements, compatibility with existing devices, and quality of hardware.
- **Financial Competitiveness:** Total cost, including taxes and delivery charges.
- **Delivery Timeline:** Ability to meet the project’s delivery schedule.
- **Vendor Experience and Reliability:** Proven track record in supplying similar hardware and after-sales support.

## 6. Terms and Conditions

- **Warranty:** The hardware must carry a minimum one-year warranty from the date of delivery, covering defects in materials and workmanship.
- **Delivery:** The item must be delivered to the KFON NOC within 11 days of receiving the Purchase Order (PO), properly packaged to prevent damage during transit.
- **Penalty for Delay in Delivery:** In the event of a delay in delivery beyond the 11-day period from receipt of the Purchase Order, a penalty of 0.5% of the total contract value per week of delay shall be imposed, up to a maximum of 5%. KFON reserves the right to terminate the contract if the delay exceeds four weeks, with the vendor liable for any additional costs incurred.
- **Inspection:** KFON reserves the right to inspect and test the hardware upon delivery. Non-compliant items will be rejected, and the vendor shall replace them at no additional cost.
- **Payment:** Payment terms will be finalized during contract negotiation with the

selected vendor.

- **Right to Reject:** KFON reserves the right to reject any or all proposals without assigning any reason.
- **Confidentiality:** All information provided in this RFP is confidential and must not be disclosed to third parties without written consent from KFON.

## 7. Project Timeline

- **RFP Release Date:** August 13, 2025
- **Last Date for Queries:** August 16, 2025
- **Submission Deadline:** August 22, 2025, by 5:00 PM IST
- **Bid Opening:** August 23, 2025 (tentative)
- **Delivery Expectation:** Within 11 days from receipt of Purchase Order.

## 8. Additional Notes

- Vendors must ensure that the hardware is genuine, brand-new, and sourced from authorized distributors or manufacturers.
- Vendors are encouraged to provide any value-added services, such as on-site installation support or extended warranty, which may be considered during evaluation.

## 9 Contact Information & Delivery Location

For any clarifications or additional information, please contact:

**KFON DGM Operations**

**Email:** [dgm.operations@kfon.in](mailto:dgm.operations@kfon.in) / [cto@kfon.in](mailto:cto@kfon.in)

**Phone:** 0471-6630835, 6630830

**NOC Address:** KFON Network Operations Centre, Thapasya Building, Infopark, Kakkanad Road, Kochi - 682030

KFON looks forward to receiving competitive and compliant proposals to support the successful implementation of the KFON Project at the NOC.