Request for Proposal (RFP) for SFP and Patch Cord Procurement for KFON Project at Network Operations Center (NOC)

Reference No: KFON/RFP/NOC/NHR/2025-26/102

1. Introduction

Kerala Fibre Optic Network (KFON) invites sealed quotations from qualified vendors for the supply of SFP optical transceivers and patch cords for the KFON Project at the Network Operations Center (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 and Juniper IGW routers and carry a minimum one-year warranty.

2. Scope of Work

The selected vendor shall supply, deliver, and provide warranty support for the SFP optical transceivers and patch cords listed below. The hardware is intended for use in Nokia Broadband Network Gateway (BNG) and Juniper Internet Gateway (IGW) routers to support high-speed connectivity, point-to-point (P2P), upstream links, and replacement of existing transceivers at the KFON NOC.

3. Technical Specifications

The following hardware components are required. Vendors must ensure that all items meet or exceed the specifications provided and are compatible with existing Nokia BNG (META) and Juniper MX480 routers. All hardware must carry a minimum one-year warranty covering defects in materials and workmanship.

Hardware Requirements

1. **SFP-100GBASE-SR4 Optical Transceiver**

   - **Description**: Ideal for 100 Gigabit Ethernet short-reach connections up to 100 meters over OM4 multimode fiber. Uses MPO-12 connector, transmits using

four parallel lanes at 25 Gbps each.

- **Part Number**: 740-058734

- **Model Compatibility**: Nokia BNG

- **Remarks**: Used for Nokia BNG. Check if 100G SFPs freed from 400G QSFP28 installation can be reused. Must be compatible with existing Nokia BNG ports.

- **Quantity**: 16

2. **400G SR8 QSFP-DD Optical Transceiver**

   - **Description**: 400G SR8 QSFP-DD (MPO-16 OM4, ~100 m).

   - **Part Number**: RTXM500-560-C82

   - **Model Compatibility**: Nokia or Prolabs (compatible with Nokia BNG)

   - **Remarks**: Used for Nokia BNG, replacing removed 400G transceivers between ports 1-3 and 2-4. Installation frees 4x 100G SFPs, which should be checked for reuse in other applications. Must be compatible with existing Nokia BNG ports.

   - **Quantity**: 4

3. **Patch Cord for SFP-100GBASE-SR4**

   - **Description**: MPO-12 (MTP®-12) multimode fiber patch cord. Fiber: OM4 (recommended) or OM3. Connector: MPO-12 male ↔ MPO-12 male. Polarity: Type B (key-up to key-up). Reach: Up to 100 m on OM4, up to 70 m on OM3.

   - **Part Number**: MPO-12

   - **Model Compatibility**: Nokia BNG

   - **Remarks**: Used to connect 100G QSFP. Must be compatible with existing 100G QSFP modules.

   - **Quantity**: 8

4. **Patch Cord for 400G QSFP**

   - **Description**: MPO-16.

   - **Part Number**: MPO-16

   - **Model Compatibility**: Nokia BNG

   - **Remarks**: Used to connect 400G QSFP. Must be compatible with existing 400G QSFP modules.

   - **Quantity**: 2

5. **100G SFP-LR Optical Transceiver**

   - **Description**: SFP supporting 100G for Juniper MPC card.

- **Part Number**: To be specified by vendor (must be compatible with MPC7E-MRATE)

- **Model Compatibility**: Juniper MPC card (MX480)

- **Remarks**: Used for Juniper IGW router (ILL & P2P). Must be compatible with MPC7E-MRATE ports.

- **Quantity**: 4

4. Submission Requirements

Vendors are required to submit sealed quotations comprising two separate envelopes: **Technical Bid** and **Financial Bid**. Both envelopes must be clearly labeled and submitted together in a single sealed package.

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 each item in the technical specifications, confirming that the supplied hardware meets or exceeds the requirements and is compatible with existing Nokia BNG (META) and Juniper MX480 routers.

- **Product Datasheets**: Manufacturer datasheets for each item, specifying part numbers, performance metrics, and compatibility details

- **Warranty Information**: Details of warranty terms, confirming a minimum one-year warranty for each item covering defects in materials and workmanship.

- **Delivery Timeline**: Proposed timeline for delivery to the KFON NOC, confirming ability to deliver within 11 days of receiving the Purchase Order (PO).

- **Certifications**: Any relevant certifications for the hardware (e.g., ISO, CE, or manufacturer certifications).

- **References**: At least one references from previous client for similar hardware supply projects.

4.2 Financial Bid

The Financial Bid must include:

- **Itemized Cost**: Detailed cost breakdown for each item, including unit price, total price for the required quantity, and any applicable taxes or duties.

- **Total Cost**: Grand total for all items, 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 labelled "Technical Bid – KFON SFP and Patch Cord Procurement" and "Financial Bid – KFON SFP and Patch Cord Procurement."

- **Packaging**: Both envelopes must be placed in a single sealed outer envelope labelled "RFP Submission for SFP and Patch Cord Procurement - KFON."

- **Submission Deadline**: August 22, 2025, by 5:00 PM IST.

- **Submission Address**:

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KFON Head Office
2nd Floor, Jeevan Prakash, LIC Building
Pattom P.O Thiruvananthapuram, Kerala, India - 695004
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- **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 11-day delivery requirement post-PO.

- **Vendor Experience and Reliability**: Proven track record in supplying similar hardware and after-sales support.

6. Terms and Conditions

- **Warranty**: All 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, 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 all 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:

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KFON DGM Operations
Email: dgm.operations@kfon.in / cto@kfon.in
Phone: 0471-6630835, 6630830
NOC Address: KFON Network Operations Centre, Thapasya Building, Infopark,
Kakkanad Road, Kochi - 682030
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KFON looks forward to receiving competitive and compliant proposals to support the successful implementation of the KFON Project at the NOC.