



EXPRESSION OF INTEREST (EOI)

FOR EMPANELMENT OF AGENCIES FOR PROVIDING 3-PHASE, 10 KVA MOBILE GENERATORS AT KFON POPs IN KERALA

Tender Details

- **Tender Reference Number:** KFON/EOI/DG/2025-26/101
 - **Tender Category:** Supply and Services
 - **Date of Issue:** 22/04/2025
 - **Last Date for Submission:** 07/05/2025
 - **Bid Opening date:** 08/05/2025
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1. Introduction

Kerala Fibre Optic Network (KFON) invites **Expression of Interest (EOI)** from **reputed and experienced agencies** for **empanelment** to provide **10 KVA, 3-Phase mobile generators** at **375 Points of Presence (POP)** locations across Kerala.

KFON intends to empanel a **minimum of two agencies per district** to ensure a reliable and uninterrupted power supply at POPs during outages.

The empanelled agencies will be responsible for the **provisioning, deployment, operation, maintenance, and fuel supply** of mobile generator sets on a **requirement basis**.

Generator Specifications:

- **Capacity:** 10 KVA, 230V (3-Phase)
 - **Noise Level:** ≤ 75 dB @ 1 meter (Compliant with CPCB norms)
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2. Scope of Work

2.1 Provision of Generators

- Supply and deploy 10 KVA (3-Phase) generator sets with required **extension cables**, properly terminated to the **PoP fuse carrier** at designated POP locations during power disruptions.

2.2 Phase-Wise Deployment

- **Phase 1:** Priority deployment at specific POPs (Refer Annexure-1), especially at substation-linked locations with 33KV supply.
- **Phase 2:** Additional deployment across other POPs as per operational requirements from KFON.

2.3 Operational and Maintenance Support

- Ensure proper **installation, operational readiness**, and provide **maintenance & troubleshooting support** during deployment.
- Need to ensure that power from both sources does not feed into the POP's electrical system simultaneously, appropriate protection mechanisms must be implemented
- In case of any damage or issues arising during the generator connection, the bidder shall bear full responsibility.

2.4 Fuel and Transportation

- Agency shall **manage and supply fuel**, including **transportation logistics** during the operational period.

2.5 Response Time

- Ensure deployment of generator sets **within 30 minutes** of receiving notification of a power disruption.

2.6 Hourly Billing & Pricing Structure

- Provide a **detailed hourly quotation**, covering:
 - Generator usage
 - Fuel consumption
 - Transportation
 - Labour
 - Any additional charges (Including hidden cost, if applicable)

3. Empanelment Procedure

KFON will follow a **transparent, multi-stage selection process** in line with PSU procurement norms:

3.1 Invitation for Expression of Interest (EOI)

- This EOI will be published via the **KFON website (kfon.kerala.gov.in)**.

3.2 Qualification Criteria

- Agencies must fulfill the **eligibility criteria** outlined in Section 4.
- All **supporting documents** must be submitted along with the proposal.

3.3 Evaluation and Shortlisting

- Evaluation will be based on:
 - Technical capability
 - Financial strength
 - Experience in similar projects
- Qualified bidders will proceed to the **commercial bid stage**.
- Bidder with lowest quote from each district will be selected as L1.
- If L2 matches L1 Price, then L2 will also be empanelled for the respective district. In case L2 doesn't match L1 rate, L3 will be offered to match L1 rate and so on.

3.4 Signing of Empanelment Agreement

- Selected agencies will enter into an **empanelment agreement** outlining:
 - Terms and conditions
 - Work allocation processes
 - Service Level Agreements (SLAs)
- Empanelment shall be valid for **one (1) year**, extendable up to **two additional years** at the discovered price under mutually agreed terms.

4. Technical Document – Eligibility Criteria

Sl. No.	Criteria	Description	Supporting Documents Required
1	Experience	Minimum 3 years in supplying and maintaining DG sets	Work Orders / Completion Certificates
2	Project Completion	Completed similar projects in Telecom/IT/PSU sectors/ Govt.	Work Orders / Project Completion Certificates
3	Financial Capacity	Annual turnover of Rs. 30 Lakhs over the past 3 financial years	CA Certificate / Audited Financial Statements
4	Technical Capability	Service capability in the respective districts applied for.	Declaration of Capacity
5	Statutory Registrations	Valid GST, PAN, and applicable statutory licenses	GST Certificate, PAN, etc.
6	Environmental Compliance	Bidders should submit a valid Pollution Control Certificate for the proposed 10 kVA mobile generator, issued by the appropriate statutory authority.	This certificate should confirm compliance with the minimum emission standards as prescribed by the CPCB or equivalent regulatory body.

5. Submission Requirements

Interested agencies are requested to submit their proposal in a **sealed envelope**, clearly labelled as:

SEALED PROPOSAL –

EXPRESSION OF INTEREST (EOI) FOR EMPANELMENT OF AGENCIES FOR PROVIDING 10 KVA MOBILE GENERATORS AT KFON POPs

Envelope Structure:

- **Cover 1:** Technical Bid
- **Cover 2:** Commercial Bid

a. [Bidders to ensure Commercial Quote is NOT attached inside Technical Bid.](#)

b. In case of a tie, the KFON will ask the respective bidders to resubmit their final negotiated rate in a closed cover to be submitted to the MD, KFON. The same shall be opened in the presence of the respective bidders. The bidder who quotes the lowest rate in the closed cover bid will be declared as the L1 bidder.

c. The conditional commercial bids are considered to be invalid and shall be rejected.

d. KFON may ask for clarification of any document shortfall from the bidder during the evaluation process. In such cases, the bidder shall submit the required documents within prescribed time mentioned in the correspondence. The bidders who do not respond within the prescribed time period shall not be considered for further evaluation.

e. All pages of the EOI document and submitted documents must be numbered and duly signed by the Authorized Signatory accompanied by a Power of Attorney/Board Resolution.

Submission Deadline:

All proposals must be submitted **on or before 07/04/2025, by 5:00 PM**, either by **post or hand delivery** to the following address:

To:

Managing Director

Kerala Fibre Optic Network (KFON)

2nd Floor, Divisional Office, Jeevan Prakash LIC Building,

Pattom P.O., Trivandrum - 695004, Kerala

6. Commercial Bid Format

Bidder Name	District	Price (INR per hour, excl. GST)
[Name]	[e.g., Ernakulam]	[Amount]

(Separate rows may be used for each district, if applicable.)

7. Contact Information

For any queries or clarifications, please contact:

Vibin Ali

Deputy General Manager – Service Delivery

☎ 9847263642, 8907130449, 0471-6630830

✉ dgm_sd@kfon.in, am.it@kfon.in

8. Discretion Clause

KFON reserves the right to **accept or reject** any or all proposals **without assigning any reason**. The decision of KFON shall be final and binding in this regard.

Yours sincerely,

**Kerala Fibre Optic Network (KFON)
Managing Director**

Annexure 1

PoP Details :

SI No.	District	POP	POP Type	Sub Station	Latitude	Longitude
1	ALP	Mannar	AGG	33 kV	9.314694444	76.54752778
2	ALP	Thakazhy	AGG	33 kV	9.376472222	76.39652778
3	ALP	Kuthiathode	PAG	33 kV	9.778	76.31483333
4	ALP	Ochira	PAG	33 kV	9.120222222	76.50022222
5	ALP	Vallikunnam	PAG	33 kV	9.12575	76.56033333
6	EKM	Koovappady	PAG	33 kV	10.1665	76.49755556
7	EKM	Kuruppumpady	PAG	33 kV	10.11355556	76.51794444
8	EKM	Mazhuvannoor	PAG	33 kV	10.01161111	76.52869444
9	EKM	Puthenvelikkara	PAG	33 kV	10.18027778	76.26730556
10	EKM	Vengola	PAG	33 kV	10.08616667	76.46230556
11	EKM	Alangadu	SPR	33 kV	10.12222222	76.29694444
12	EKM	Kalady	SPR	33 kV	10.18483333	76.42611111
13	EKM	Varapuzha	SPR	33 kV	10.09138889	76.26444444
14	IDK	Senapathy	AGG	33 kV	9.951083333	77.18097222
15	IDK	Kalloorkadu	PAG	33 kV	9.966861111	76.65361111
16	IDK	Vannapuram	SPR	33 kV	9.980694444	76.79541667
17	KKD	Balussery	SPR	33 kV	11.45722222	75.81913889
18	KKD	Melady	SPR	33 kV	11.52727778	75.63555556
19	KKD	Ramanattukara	SPR	33 kV	11.17825	75.863
20	KKD	Thiruvallur	SPR	33 kV	11.61136111	75.65869444
21	KKD	Urumi	SPR	33 kV	11.36983333	76.05330556
22	KLM	Chengamanad	AGG	33 kV	9.008638889	76.81672222
23	KLM	Aadhichanalloor	PAG	33 kV	8.876138889	76.73316667
24	KLM	Ezhukone	PAG	33 kV	8.975	76.72811111
25	KLM	Kadakkal	PAG	33 kV	8.821888888	76.92805556
26	KLM	Kallambalam	PAG	33 kV	8.7875	76.78711111
27	KLM	Kannanallur	PAG	33 kV	8.910388889	76.67811111
28	KLM	Pooyappally	PAG	33 kV	8.922055555	76.77172222
29	KLM	Puthoor	PAG	33 kV	9.039166667	76.72494444
30	KLM	Paravoor	SPR	33 kV	8.820277778	76.67572222
31	KNR	Pazhassi	AGG	33 kV	11.90758333	75.58405556
32	KNR	Puthiyatheru	AGG	33 kV	11.90577778	75.37502778
33	KNR	Tholambra	AGG	33 kV	11.89461111	75.67480556
34	KNR	Thottada	AGG	33 kV	11.84236111	75.42275
35	KNR	Alakode	PAG	33 kV	12.199	75.45616667
36	KNR	KNRPuthoor	PAG	33 kV	11.77338889	75.59777778
37	KNR	KNRTown	PAG	33 kV	11.87841667	75.35958333
38	KNR	Kodiyeri	PAG	33 kV	11.74719444	75.52491667
39	KNR	Kuttiyatoor	PAG	33 kV	11.96013889	75.49619444
40	KNR	Nadukani	PAG	33 kV	12.10372222	75.40877778
41	KNR	Dharmadam	SPR	33 kV	11.78058333	75.47430556
42	KNR	KNRPariyaram	SPR	33 kV	12.07697222	75.28944444
43	KSD	Belur	AGG	33 kV	12.39258333	75.18127778
44	KSD	Nileswaram	AGG	33 kV	12.26677778	75.15744444

45	KSD	West Eleri	AGG	33 kV	12.30288889	75.27847222
46	KSD	Ananthapuram	PAG	33 kV	12.58413889	74.98066667
47	KSD	Badiadukka	PAG	33 kV	12.58280556	75.07822222
48	KSD	Perla	PAG	33 kV	12.64658333	75.1005
49	KSD	Rajapuram	SPR	33 kV	12.43452701	75.27079436
50	KSD	Thrikarippur	SPR	33 kV	12.12269444	75.18275
51	KTM	Karukachal	PAG	33 kV	9.511722222	76.63005556
52	KTM	Vagamon	PAG	33 kV	9.683472222	76.89747222
53	KTM	Kaduthuruthy	SPR	33 kV	9.756388889	76.48152778
54	KTM	Kidangoor	SPR	33 kV	9.698861111	76.61108333
55	MLP	Edavanna	AGG	33 kV	11.21530556	76.14333333
56	MLP	Makaraparamba	AGG	33 kV	11.00669444	76.12416667
57	MLP	Pulamanthole	AGG	33 kV	10.90161111	76.19366667
58	MLP	Thazhekode	AGG	33 kV	10.95216667	76.30583333
59	MLP	Valluvambram	AGG	33 kV	11.131	76.04388889
60	MLP	Wandoor	AGG	33 kV	11.21175	76.228
61	MLP	Kalikavu	PAG	33 kV	11.17680556	76.32261111
62	MLP	Kooriyad	PAG	33 kV	11.04855556	75.94641667
63	MLP	Pookottumpadam	PAG	33 kV	11.25708333	76.28780556
64	MLP	Thavanoor	PAG	33 kV	10.85158333	75.98861111
65	MLP	Thiruvegappura	PAG	33 kV	10.85719444	76.11886111
66	MLP	Tirunavaya	PAG	33 kV	10.86286111	75.97208333
67	MLP	Chalissery	SPR	33 kV	10.73877778	76.11336111
68	MLP	Thrithala	SPR	33 kV	10.79636111	76.11488889
69	PKD	Alanellur	PAG	33 kV	11.00655556	76.35463889
70	PKD	Alathur	SPR	33 kV	10.64097222	76.55788889
71	PKD	Chittadi	AGG	33 kV	10.55683333	76.52491667
72	PKD	Koduvayur	PAG	33 kV	10.67611111	76.64944444
73	PKD	Kongad	PAG	33 kV	10.85433333	76.53105556
74	PKD	Maniampara	SPR	33 kV	10.75561111	76.57872222
75	PKD	Meenakshipuram	PAG	33 kV	10.63769444	76.8295
76	PKD	Muthalamada	PAG	33 kV	10.61386111	76.79655556
77	PKD	Pallassana	PAG	33 kV	10.62455556	76.66522222
78	PKD	Pattambi	SPR	33 kV	10.81133333	76.20505556
79	PKD	PKDVydyuthiBhavan	SPR	33 kV	10.77205556	76.65336111
80	PKD	Sreekrishnapuram	PAG	33 kV	10.89152778	76.40177778
81	PKD	Velanthavalam	SPR	33 kV	10.77863889	76.85572222
82	PTA	Ranni	AGG	33 kV	9.360833333	76.79372222
83	PTA	RanniPerinad	AGG	33 kV	9.361805556	76.85691667
84	PTA	Konny	PAG	33 kV	9.23136111	76.84305556
85	PTA	Kumbanadu	SPR	33 kV	9.367	76.65672222
86	TSR	Chelakkara	PAG	33 kV	10.70341667	76.34125
87	TSR	Kaipamangalam	PAG	33 kV	10.33272222	76.12552778
88	TSR	Mullassery	PAG	33 kV	10.54136111	76.10188889
89	TSR	Muloorkara	PAG	33 kV	10.70488889	76.28183333
90	TSR	Palakkal	PAG	33 kV	10.46702778	76.21547222
91	TSR	Tarur	PAG	33 kV	10.678528	76.465361
92	TSR	Velangallur	PAG	33 kV	10.28066667	76.20536111
93	TSR	Anchangady	SPR	33 kV	10.27108333	76.15230556

94	TSR	Anthikkad	SPR	33 kV	10.43966667	76.12675
95	TSR	Chavakkad	SPR	33 kV	10.59383333	76.016
96	TSR	Chirakkal	SPR	33 kV	10.42513889	76.15908333
97	TSR	Erumappetty	SPR	33 kV	10.68605556	76.15794444
98	TSR	Konganoor	SPR	33 kV	10.68761111	76.07902778
99	TSR	Koratty	SPR	33 kV	10.26375	76.35522222
100	TSR	Methala	SPR	33 kV	10.19886111	76.18016667
101	TSR	Mundur	SPR	33 kV	10.60238889	76.16019444
102	TSR	Parappukara	SPR	33 kV	10.38094444	76.26686111
103	TSR	Parappur	SPR	33 kV	10.57530556	76.12708333
104	TSR	Pattikad	SPR	33 kV	10.54313889	76.33272222
105	TSR	Poomala	SPR	33 kV	10.61211111	76.23969444
106	TSR	TSRPariyaram	SPR	33 kV	10.3135	76.38827778
107	TSR	TSRPuthur	SPR	33 kV	10.48072222	76.28538889
108	TSR	Vadanappally	SPR	33 kV	10.48613889	76.08516667
109	TSR	Vellikulangara	SPR	33 kV	10.35663889	76.41372222
110	TVM	Chullimanoor	PAG	33 kV	8.638027778	77.02447222
111	TVM	Karamana	PAG	33 kV	8.487666667	76.9655
112	TVM	Poovar	PAG	33 kV	8.33625	77.06002778
113	TVM	PowerHouse	PAG	33 kV	8.486222222	76.94947222
114	TVM	Vithura	PAG	33 kV	8.657111111	77.07561111
115	TVM	Kadakkavoor	SPR	33 kV	8.683611111	76.77786111
116	TVM	Vellarada	SPR	33 kV	8.448	77.19005556
117	WYD	Kalpetta	AGG	33 kV	11.63722222	76.06386111
118	WYD	Meenangadi	AGG	33 kV	11.66636111	76.15383333
119	WYD	Padinjarethara	PAG	33 kV	11.67533333	75.95761111
120	WYD	Pulpally	PAG	33 kV	11.80747222	76.15997222