



KERALA STATE ELECTRICITY BOARD Ltd.

(Incorporated under the Companies Act, 1956) CIN: U40100KL2011SGC027424

Registered Office: Vidyuthi Bhavanam, Pattom

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ABSTRACT

RFP for providing FMS with AMC for the Data Centre, DR Centre and MPLS Network- Issue of Letter of Award- Sanctioned- Orders issued.

CORPORATE OFFICE (IT)

B.O (DB) No. 342/2021 (IT/CU/FMS-RAPDRP/2020-21) Tvpm, dated 06/5/2021

- Read:
1. BO(FTD) No. 354/2020(IT/Proj/RAPDRP/KDN/AMC/2020-21 dated 26.5.2020
 2. BO(DB) No. 687/2020(IT/CU/FMS-RAPDRP/2020-21) dated 10.11.2020
 3. Note No. IT/CU/FMS-RFP/2020-21 dated 15.3.2021 of the Chairman & Managing Director, KSEBL
 4. Proceeding of the 58th meeting of the Board of Directors held on 17.3.2021 (Agenda no. 25-3/2021)

ORDER

Sanction was accorded as per BO read as 1st above to invite open tender for providing Facility Management Services (FMS) with AMC for the IT infrastructure and physical infrastructure of the Data Centre, DR Centre and MPLS network of KSEBL in view of the closure of the FMS contract with M/s KEPCO KDN on 30.11.2020. Accordingly, open tenders were invited on 7.8.2020 with a Probable Amount of Contract of Rs. 40 Crores. Since no bidders participated in the bidding, sanction was accorded as per BO read as 2nd above to invite retender for carrying out the subject work after incorporating necessary Clauses for 'Limitations of Liability' & Penalty caping for non-compliance of SLA and by obtaining remarks from Kerala State IT Mission. In response to the retender invited on 3.11.2020, only one firm, M/s KEPCO KDN had participated in the bid. The PQ bid was opened on 11.12.2020.

A Technical Committee had been constituted vide BO(FTD) No. 1758/2018 dated 3.9.2018 for carrying out the technical evaluation of bids related to the implementation of various IT projects. The Committee meeting held on 8.1.2021 recommended to Pre-qualify M/s KEPCO KDN for further processing of the tender. A PQ Committee was also constituted vide B.O mentioned above for pre-qualification & bid evaluation of various IPDS projects and other IT projects. The meeting of the above Committee held on 30.1.2021 decided to pre-qualify M/s KEPCO KDN for the price bid opening stage.

The Price bid submitted by M/s KEPCO KDN was opened on 5.2.2021. During the evaluation of the rates quoted by M/s KEPCO KDN, it is observed that the FMS and AMC charges for the IT infrastructure part (Part-I of Scope of Work of the RFP) are nearly 13% and 19% excess respectively compared to the FMS and AMC charges being paid as per the existing FMS contract. But the FMS and AMC charges for the physical infrastructure (Part-II of Scope of Work of the RFP) quoted by M/s KEPCO KDN seems exorbitant. Considering the remarks of the Financial Advisor, a meeting was convened by the Director (Distribution, IT & HRM) with M/s KDN officials on 4.3.2021 for further negotiation of the quoted price. Based on the above, M/s KEPCO KDN has agreed vide letter dated 5.3.2021 to offer a total discount of Rs. 1 Crore from the quoted price for the Part-I IT Infrastructure components except IPv6 migration. Since the percentage increase in the FMS and AMC charges for the physical infrastructure quoted by M/s KEPCO KDN is very high, it was suggested that it is beneficial and economical for KSEB Ltd to exclude the Physical Infrastructure components from the Scope of Work while awarding the contract. It was also suggested to invite retender for carrying out the above work separately since many firms may likely to participate in the tender for the Physical Infrastructure support.

The matter was placed before the Board of Directors as per Note read as 3rd paper above. The Director (Distribution, IT & HRM) explained that in the retender only one firm, M/s KEPCO KDN, had participated and quoted an amount of Rs. 44.87 Crore that is 18.08% above PAC for the IT infrastructure part of the Scope of Work. The urgency of awarding the work was informed to the Board and it was also stated that the existing FMS contract with M/s KEPCO KDN would expire by May 2021.

Having considered the matter, the Board of Directors in its meeting held on 17.3.2021 directed that KSEBL should take efforts to have internal capacity building in FMS service within the period of next three years and

- Resolved to accord sanction to award the FMS and AMC contract for the IT infrastructure of the Data Centre, DR Centre and MPLS Network as given below for a period of 3 years for an amount of Rs. 44.87 Crores which is 18.08% above PAC, to M/s KEPCO KDN

S/N	Item	Amount w/o tax (Rs.)	GST (Rs.)	Total Cost (Rs.)
1	Part-I. DC/DR/MPLS IT Infrastructure			
	1. FMS for 3 years	16,14,91,500	29,06,8470	19,05,59,970
	2. AMC for 3 years	20,53,47,371	3,69,62,526	24,23,09,898
	3. Implementation of DDoS	73,54,087	13,23,736	86,77,823
	4. Implementation of SLB/WAF	1,55,98,854	28,07,793	1,84,06,647
	5. Implementation of SSO	1,21,69,764	21,90,558	1,43,60,322
	Gross Total	40,19,61,576	7,23,53,083	47,43,14,660
2	Deductions: Items to be excluded from the AMC part of P.O (Instead of the newly procured items 4 & 5 of S/N: 1)			
		1,32,17,036	23,79,066	1,55,96,102
	Net Amount	38,87,44,540	6,99,74,017	45,87,18,558
	Discount offered by M/s KEPCO KDN			1,00,00,000
	Net P.O Amount			44,87,18,558
	% increase from PAC amount of Rs. 38 Crores			18.08

- Resolved also to invite retender for Part-II of the Scope of Work of RFP (FMS and AMC contract for the physical infrastructure of Data Centre and DR Centre)

Orders are issued accordingly.

By Order of the Director Board,

Sd/-

LEKHA. G

Company Secretary - in charge

TO
The Chief Engineer (IT, CR & CAPS)

Copy to:

- The FA/CIA, K S E Board Ltd
- The TA to CMD/ Director (D, IT & HRM)
- The PA to Director (Finance)
- SCA to Secretary (Administration)

Forwarded / By Order