

REQUEST FOR PROPOSAL

RFP No NSIL/GS/LMA/2026-02

**Supply, Installation and commissioning of
Ku-band Gateways for GEO satellitess**



NewSpace India Limited (NSIL)

A Govt. of India company under Department of Space, Govt. of India

3rd Floor, Gift House, Gift City SEZ, Block 12, Road 1D

Gandhinagar – 382050, Gujarat, INDIA

RFP Introduction and Instructions to bidders

Introduction

NewSpace India Limited (NSIL), a wholly owned Government of India company under Department of Space (DOS), is the commercial arm of Indian Space Research Organization (ISRO). NSIL as part of its mandate to commercially explore the products and services emanating from Indian Space Programme, is keen to harness the potential of indigenously developed ISRO technology and provide space-based solutions to meet various requirements including the requirements from Govt. and strategic sector related to telecommunication, broadcasting, broadband services, security etc.

Mandate of NSIL includes following space Business activities:

1. Owning Satellites; Building Satellites; Providing Launch Services; Building Launch Vehicles
2. Space Based Services. Providing Satellite capacity to Indian / International users.
3. Providing end to end solution in for realizing LEO / MEO / GEO satellites and its ground segment for providing required Services to its users.
4. Technology Transfer to Indian Industry; Marketing spin-off technologies and products/services emanating out of ISRO's activities.

Under this RFP, NSIL aims to establish the ground infrastructure (Ku-band Gateway stations) for the strategic user projects. Multiple services/Service providers will share the satellite bandwidth at L-band interface in the gateway stations and provide services to the end users using the required baseband systems.

Each Gateway will have one, diversity / disaster recovery site with the capability of seamless switching the user data traffic to counter outages due to rain fades / natural. Thus, each of the Ku-band Gateway station will house independent baseband and data routing systems in order to meet requirement of seamless data transfer for users.

The Gateways through their common facilities will provide satellite access to one or more service providers. The arrangement made by service providers / users for their services through these gateways is outside the scope of this document and will be dealt with separately. However, the Gateways shall be suitably configured and equipped to provide full set of features and connectivity to multiple service providers.

This "Request for Proposal" is for "Supply, Installation, Commissioning, Operation and warranty / CAMC services of Ku-band Gateway stations" comprising all electrotechnical, RF and supporting network communication elements.

Work package under this RFP for realization of total Gateway station shall be consisting of following:

1. Supply, Installation, Commissioning, Operation and Maintenance of total four Satcom Ku-band Gateway stations at designated locations within India.
2. The implementation of the project includes system engineering, associated design and development, supply of hardware & software, installation, integration, commissioning and on-site testing of Gateways Antenna Pedestal with suitable specifications over which the antenna will be installed.
3. Design and construction of antenna pedestal of min. 2 ft. height (from surrounding ground level) with suitable arrangement for holding antenna foundation plate / bolts.
4. The establishment of Gateways using state-of-the-art, cost-effective commercially available sub-systems.
5. Each Gateway should have L- band interface to support multiple service providers (up-to 8 numbers) for installation of their respective baseband equipment and creating their own independent communication network with suitable power sharing at L band.

6. Vendor should provide connectivity between antenna & equipment room using OFC / L- band cable for both main and diversity site.
7. NSIL will arrange data connectivity between gateways. Vendor should interface their equipment with arranged gateway connectivity.
8. Warranty for 3 years for all deliverables, which includes comprehensive maintenance with spares for gateways. Vendor also to take up operation of Gateways which is optional and will be decided based later. Vendor has to quote for operation and comprehensive maintenance including spares for 5 years after completion of 3-year warranty period for gateways. Vendor shall also accept extension of operation and comprehensive maintenance including spare for a period of next 4 years after completion of 6 years.
9. Provisioning of technology and spare support for hardware and software for a period of 10 years. Vendor should also provide policy for procuring spares at the beginning of 10th year for support up to 15 years. Vendor to produce certificate of support from OEM.
10. Vendor should supply the test and measurement equipment as mentioned in the RFP.
11. Vendor shall provide one-week hands on training on gateway operations and preventive maintenance for 15 persons at no additional cost at one central location decided by NSIL.
12. All required Integration and Installation components, Racks, operating consoles, workstations, station Monitoring and Control System etc.

Total project needs to be executed as per the specifications described in this document and in the time bound manner as mention in this document.

Instruction to bidders

The tender/bid in response to this RFP is to be submitted in two parts viz., Techno-commercial bid and financial bid in two separate sealed covers super-scribing the enquiry reference number, name of the respective bid and due date. Techno-commercial bid shall cover all technical information and compliance statement, data sheet of the offered sub-system / product, deliverables and bill of materials, compliance for delivery schedule and commercial terms and conditions – **except pricing details**. In case of any price information revealed (either in part or full) in the techno-commercial bid, total bid is liable for rejection.

Interested vendors shall visit the URL i.e. <https://etenders.gov.in/eprocure/app> for downloading of tender documents, bid preparation, hash submission, bid submission etc. The Tenders shall be duly digitally signed and encrypted by the Tenderers using their Digital signature certificate.

The tender in response to this tender is to be submitted electronically in place of offers in 'Hand copy under sealed envelope' as is being done conventionally. Tender submission, Tender closing and opening activities will be done electronically and online. No oral, telephone, telegraphic tenders or tenders submitted in hard copies without online mode will be entertained.

The RFP consists of four sections as per following:

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| Section-A: | RFP brief and Instruction to Bidders |
| Section-B: | Detailed Scope of work, Deliverables and technical specifications Tri band Tr-axis ground stations |
| Section-C: | General terms and conditions of contract |
| Section-D: | Annexures and BG Format |

General Instructions

1. While every effort has been made to provide comprehensive and accurate background information, requirements and technical details, Bidders must form their own conclusions about the solution(s) needed to meet the requirements of this RFP.
2. All information supplied by the Bidders as part of their bids in response to this RFP, may be treated as contractually binding on the Bidders, on successful award of the assignment by NSIL based on this RFP.
3. No commitment of any kind, contractual or otherwise shall exist unless and until a formal written purchase order / contract has been executed by NSIL. Any notification of preferred bidder status by NSIL shall not give rise to any enforceable rights by the Bidder. NSIL may cancel this RFP at any time prior to a formal written contract / purchase order being executed by NSIL.
4. The bidders are advised to study all instructions, forms, terms, requirements, and other information in the RFP documents carefully. Submission of the bid shall be deemed to have been done after careful study and examination of the RFP document with full understanding of its implications. Any incomplete bid in any form is liable for rejection.
5. The Authorized Signatory of the Bidder shall place initial on all relevant pages of the Techno-commercial and the Financial Bids.
6. The Bidder shall issue a statement undertaking total responsibility for delivery of the major building blocks, sub-systems, components and services described in the Detailed Scope of Work (SoW) and Technical Specifications (Section-B) of this RFP as per the format enclosed in the Annexure-C (Section-D) of this RFP.
7. Address for Communication:

Name of the Contact Point:	Deputy Manager (Purchase & Stores), NSIL
Postal address for sending the Bids / seeking Clarifications:	NewSpace India Limited (NSIL) 3rd floor, GIFT House Block 12, Road 1-D, GIFT-Multiservice-SEZ, Gandhinagar, Gujarat, India-382355.
Contact Details:	Tel: +91- (079)23320204 E-mail: purchase@nsilindia.co.in

8. The bid should be prepared and submitted by the eligible Bidders in English language only.
9. Schedule of the Bidding Process is as follows:

Document Reference No	NSIL/GS/LMA/2026-02
RFP issue Date	As per CPPP
Pre-bid meeting	
Last date for seeking clarifications	
Last date for bid submission	

10. NSIL reserves the right to reject in full or in part, any or all bids without assigning any reason thereof. NSIL reserves the right to assess the Bidder's capabilities and capacity. The decision of the NSIL shall be final and binding in this regard.
11. Bid should be free of over writing. All erasures, correction or addition must be clearly written attested by the Authorized Signatory.
12. If, in the price structure quoted for the required deliverables / services, there is discrepancy between the unit price and total price (which is obtained by multiplying the unit price by the quantity), the unit price shall prevail and the total price corrected accordingly.
13. **Validity of bid:** Bid shall remain valid for a period of 180 days from the bid submission date.

14. Vendor shall comply to all the specifications, deviations if any shall be mentioned in a separate table and provide justification how these deviations will /will not hamper the overall performance of the system. Any improvement shall be separately brought out in the offer.
15. The overall configuration and implementation plan should be clearly explained with the help of block schematic of the complete system. The offer should also include the technical justification of choosing each sub-system with respect to the goal of meeting overall system specifications and other requirements.
16. The vendor must provide a Statement of Compliance (SoC), covering each point of system and sub-system specifications of complete earth station system as mentioned in respective sub-system details. This SoC should be well supported by documentation consisting of data sheets, brochure, calculations, literature etc. All relevant details of each subsystem like make & model number, detailed specifications, block schematic, if possible, test data sheet etc. should also be provided. In case of any discrepancy between OEM datasheet and compliance statement, OEM datasheet will be considered final and binding.
17. NSIL shall assign the overall responsibility of implementation on a single vendor (Bidding vendor) for the entire works. Any dependency on any sub-contractors shall be managed by the bidding vendor and should not have any bearing whatsoever on NSIL and the performance of the final contract. However, the bidding vendor must specify the source/partner against the proposed systems and the services which includes information like work/business profile of such a supplier, experience in executing/supplying similar type of system/subsystem for which the subcontract is being awarded, etc.
18. Bidder / OEM blacklisted by any Govt. of India organization is not eligible for participation in the bidding process. The total bid will be summarily rejected involving any of such bidder or OEM in the bid, without any prior notice.
19. The responsibility of safe transportation / delivery of total system to the site rests with the Vendor. This includes:
 - Transportation from factory / port to the designated site.
 - Loading / unloading where applicable during transportation.
 - Transit insurance – if any.
 - All expenditures for above activities shall be borne by the Vendor.
20. The vendor should be responsible for all required licensing / statutory clearance towards the implementation of this project.

Bidder Eligibility Criteria

1. The bidder shall be an ISO-9001:2015 certified company with established Quality Management Plan.
2. The bidder shall be System Integrator (SI) / OEM / any Authorized Agent for OEM or an organization/ a limited company, private company, or any agency capable of taking up works of such nature and magnitude. The bidder – if not OEM, shall produce an undertaking from OEM that the bidder is an authorized entity to quote for this tender and will provide support and spares to purchaser, for the offered system and also undertaking from OEM that the offered system will be supported by the OEM for the period of minimum 10 years after station commissioning.
3. The Bidder shall have at-least 5 years of experience in the satcom ground system installation / realization filed. Bidder (himself or with OEM support) shall have successfully performed installation and commissioning of min. two nos. of C / Ext. C / Ku / Ka band LMA / FCA antenna with diameter 7.0 meter or above with tracking system and Simultaneous transmit and receive capability in last five years. Also, the bidder must have necessary expertise for configuration of RF baseband System, Antenna foundation work, station integration work, required Civil and Electrical infrastructure. Bidder shall provide the supporting documents / project completion certificate towards this along with techno-commercial offer.

4. Bidder should have active running setup in India and must be working in fields related to satellite communication (like antenna manufacturer /Integrator or operation & maintenance of VSAT Hubs/networks etc.).
5. Bidder and OEM shall provide details of financial profile of the company, product range, manpower profile, turn-over status and experience in the field of satellite communication and its ground segment solution along with its techno-commercial bid. The Bidder must have successfully executed / completed at least one single order of 25.0 Cr. or two orders each of 15.0 Cr. for similar projects delivering Satcom / Terracon related products in last five years for any Central / State Govt. Organization / PSU / Public Listed Company / Non-Government Entity. Bidder shall provide documentary evidence towards successful completion of above projects along with execution / completion certificate from the customer.

Bid document cost

The cost of this RFP document is Rs. 7,000/- (Seven Thousand only) + GST (18%).

The cost of the bid document may be paid through RTGS transfer to NSIL. Bid responses without bid document cost will be rejected outrightly.

Account Name: NEWSPACE INDIA LIMITED

Bank A/C No: 494905000052

IFSC/NEFT Code: ICIC0004949

Earnest Money Deposit (EMD):

1. EMD of Rs. 25,00,000.0 (Twenty-five lakhs rupees only) shall be made through Bank Guarantee in favour of "NewSpace India Limited." towards bidder participation for this RFP.
2. No exemption for submitting the EMD will be given to any private organisation / NGE (MSME related guidelines will apply).
3. The EMD of all unsuccessful eligible bidders would be refunded without interest by NSIL on finalization of the bid in all respects by the successful bidder (Selected Party). This would normally happen within 6 months from the date specified for receipt of response to this RFP.
4. For the Selected Party: The EMD of the Selected Party would be returned without interest upon submission of Performance Bank Guarantee by the Selected Party.
5. In case bid is submitted without the EMD, then NSIL reserves the right to reject the bid without providing opportunity for any further correspondence to the bidder concerned.

The EMD may be forfeited in any of the following circumstances:

1. If a bidder withdraws its bid during the period of bid validity period (without providing any valid reason) as specified in this RFP and as extended by mutual consent of the respective Bidder (s) and NSIL.
2. In case of a successful bidder, if the Selected Party fails to sign the contract in accordance with this RFP or furnish the Performance Security within the period prescribed thereof in the contract.
3. If the Financial Bid is found to be qualified or conditional.
4. If the Bidder engages in a corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice as specified in the RFP.
5. If the Bidder is otherwise found in breach of the terms of this document.