

RailTel Corporation of India Ltd

(A Mini Ratna PSU under Ministry of Railways)



NOTICE INVITING EXPRESSION OF INTEREST (EOI),

EOI No. : RailTel/EoI/CO/DNM/2020-21/IR-PMS*

Dated 25th Mar 2021

Expression of Interest (EOI) for **Selection of Partner (Pre-bid Arrangement) for Rollout of Parcel Management System on Indian Railways**

*eFile No. : RCIL-CO0DNM(MKTG)/2/2021-O/o DGM/IT/CO/RCIL

Issued by:

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(A Mini-Ratna PSU under Ministry of Railways)

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Disclaimer

RailTel Corporation of India Ltd. (herein after called the RailTel) has prepared this Expression of Interest (EOI) document solely to assist prospective bidders in making their decision of whether or not to bid.

While the RailTel has taken due care in the preparation of information contained herein and believes it to be accurate, neither the RailTel or any of its Authorities or Agencies nor any of their respective officers, employees, agents or advisors give any warranty or make any representations, express or implied as to the completeness or accuracy of the information contained in this document or any information which may be provided in association with it. This information is not intended to be exhaustive and interested parties are required to make their own inquiries and do site visits that it may require in order to submit the EOI. The information is provided on the basis that it is non-binding on RailTel, any of its authorities or agencies or any of their respective officers, employees, agents or advisors. The RailTel reserves the right not to proceed with the bidding/EOI process at any stage without assigning any reasons thereof, or to alter the timetable reflected in this document or to change the process or procedure to be applied. It also reserves the right to decline to discuss the EOI further with any party submitting an EOI. No reimbursement of cost of any type will be paid to persons or entities submitting the EOI.

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SCHEDULE OF EVENTS

1	EOI Document Availability	EOI document can be downloaded from website http://www.railtelindia.com from 25-Mar-2021 onwards till last date of submission of the EOI.
2	Cost of the EOI Document	NIL
3	Earnest Money Deposit (EMD) to be submitted along with EOI Response	Bid Security Declaration to be submitted
4	Last date of submission of response to EOI Response	1500 Hrs on 29-Mar-2021
5	Date & Time of Opening of EOI Response	1530 Hrs on 29-Mar-2021
6	Mode of Submission of EoI Response	e-Submission only. All interested partners are required to submit soft copy of EoI response through email at eoipms@railtelindia.com only, within the stipulated time as mentioned in this EOI document. EOI response submitted through any other mode will not be accepted.

Note: RailTel reserves the right to change the above dates at its discretion.

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1. About RailTel

RailTel Corporation of India Ltd (RailTel) is one of the largest neutral telecom infrastructure providers in the country owning a Pan-India optic fibre network on exclusive Right of Way (ROW) along Railway track. The OFC network presently reaches to over 4500 towns & cities of the country including several rural areas. With its Pan India high-capacity network, RailTel is working towards creating a knowledge society at various fronts. The portfolio of services provided by RailTel includes Data Centre & DR services, Tele-presence as a service, NLD services, IP-1 services, Internet and Broadband services on a pan-India basis.

Equipped with an ISO 9001, 20000-1:2011 & 27000 certification, RailTel offers a wide gamut of managed telecom services to Indian Telecom market including Managed lease lines, Tower colocation, MPLS based IP-VPN, Internet, Data Centre services, NGN based voice carriage services to Telecom Operators, Dark fibre leasing to MSOs/LCOs. The major customer segment for RailTel comprises of Enterprises, Banks, Government Institutions/Department, Educational Institutions/Universities, Telecom Service Providers, Internet Service Providers, MSOs, etc. RailTel being a "Mini Ratna (Category-I)" PSU is steaming ahead in the enterprise segment with the launch of various services coupled with capacity augmentation in its Core network.

2. Background of EOI

RailTel Corporation of India Ltd (hereafter referred to as 'RailTel') an ICT arm of Indian Railways has been in the forefront of building innovative platforms and solutions and vision to build range of Information and Communication Technology (ICT) Services for its customers.

In this regard, RailTel intends to participate in the tender floated by Centre for Railway Information Systems (hereafter referred to as 'CRIS') and accordingly want to select a suitable partner for pre-bid arrangement. The details of pertinent tender are as below :

Tender Title : Roll out of Phase-2 of Parcel Management System on Indian Railways

Tender No : 01215073

Tender Document Availability (including corrigendum) : <https://ireps.gov.in>

Note : Interested partners are strongly advised to refer the pertinent tender documents, corrigendum or any other document published by CRIS in this regard at the link mentioned above or as mentioned by CRIS. Interested partners have to search on their own all the relevant information / documents published by CRIS on IREPS portal.

3. Scope of Work & Partner Selection

3.1. Interested partners may refer to the CRIS' Tender Documents including subsequent corrigendum for Tender No. 01215073 (Roll out of Phase-2 of Parcel Management System [hereafter referred to as 'PMS 2.0'] on Indian Railways) to understand the overall Scope of Work.

3.2. Interested partners needs to submit their EoI response in form of technical bid at email ID and within the stipulated time, mentioned in this EOI document

(Please note, only technical bids are invited as a response to this EoI. No Financial bid is to be submitted at this stage. EoI response with direct / indirect reference(s) to the financial / commercial figures, are liable for rejection, without assigning any further notice).

3.3 The interested partners, who have submitted the response within the stipulated time, may further be asked for a presentation broadly consisting of :

- (i) Understanding of Work (10 Marks)
- (ii) Technical Solutioning with references to Local Content Compliance (10 Marks)
- (iii) Capability Statement with reference to past similar completed / ongoing works (10 Marks)
- (iv) Project Execution Plan with reference to Delivery Timelines and SLA Observance (20 Marks)

Date, Time, Slot, Venue and other details of the presentation will be shared with all interested partners who have submitted their response. In case, presentation is to be made over a web meeting, RailTel will share the web meeting link with the interested partners who have submitted EoI response. Interested partner(s) have to achieve an overall score of 60% (30 Marks) or more out of total 50 Marks. The decision regarding awarding of marks by RailTel on the basis of presentation shall be binding and no further representations in this regard shall be entertained.

3.4 Basis on the above presentation and scoring, RailTel may declare One or More 'Technically Suitable Partners (hereafter referred to as 'TSP')' and they will be communicated accordingly. Such TSP(s) will be further asked for submission of financial bid in a sealed cover for the complete 'Scope of Work', in the format as mentioned by CRIS, by 30-Mar-2021 (1600 Hrs). RailTel may change the time and date for submission of financial bid at its convenience, and will share communication with all TSPs in this regard. Along with the Financial bid, TSP(s) needs to mention the Make (OEM) and Model for respective line items of financial bid. Interested partners are strongly advised that the submitted bid should be in compliance of local content and in equivalence of being 'Class-I local supplier' / 'Class-II local supplier', as defined under the order No. P-45021/2/2017-PP(BE-II) dt. 04-June-2020 issued by Ministry of

Commerce and Industry, Govt. of India. Interested partner shall submit an undertaking in this regard for abiding the 'Local Content Compliance'.

3.5 The TSP, who have submitted lowest commercial bid for complete 'Scope of Work' will be declared as 'Commercially Suitable Partner (hereafter referred to as 'CSP')'. It is re-mentioned, that the final selection of CSP will be on the L-1 basis only. Further, RailTel reserves the right to have negotiation with the CSP. In case, post to declaration of CSP, CRIS issues corrigendum affecting 'Scope of Work' or/and altering Financial Bid Format of PMS 2.0 Tender, then further course of action including revision of financial bid (*if required*) will be taken on basis of mutual understanding and consent between RailTel and earlier declared CSP only. In case, post to declaration of CSP, CRIS does not issues any corrigendum till submission date of PMS 2.0 Tender, then CSP will not be allowed to change the commercial offer, except lowering of same, otherwise it will be treated as breach of terms and conditions of this EOI by CSP and will be liable to face action from RailTel including but not limited to encashment of BG related to Empanelment, removal from RailTel's Empanelled Partners' List, debarment from participating in RailTel's future EoI / RFP / Tenders.

3.6 As of now, EoI response from interested partners are invited considering that the selected partner will be responsible for delivering of complete 'Scope of Work' as mentioned in the CRIS' tender document and subsequent corrigendum. However, RailTel at its discern, may take-up a certain portion / percentage of 'Scope of Work' by communicating to the CSP at any point of time during the engagement period. In this scenario, commercial engagement with the CSP will be for that portion / percentage only, which has not been taken by RailTel. Accordingly, resultant value of work will be derived on the basis of negotiated (*in case*) financial bid of the CSP.

3.7 RailTel on the basis of inputs / factors available to it from various resources, past experiences of its ICT projects and on the basis of negotiated (*in case*) financial bid of the CSP, will endeavour to place best techno-commercial bid in response to the pertinent CRIS' tender. Further relationship with CSP will be based on the outcome CRIS' tender.

4. Qualification for Participation

4.1. The interested partner should be an Empanelled Partner with RailTel on the date of bid submission. Copy of RailTel's Empanelment Letter and copy of PBG submitted for empanelment is to be submitted in this regard. Also, the PBG related to the empanelment should have minimum validity of 90 days from the last date of submission of bids.

4.2. The interested partner should not be backlisted by any State / Central Government / PSU / Autonomous Body on the last date of submission of EOI. Self-Declaration is to be submitted in this regard.

4.3. There should not be any ongoing or past, arbitration case(s) between RailTel and Interested Partner on the last date of submission of EOI. Self-Declaration is to be submitted in this regard.

4.4. The interested partner shall not have a conflict of interest with one or more bidding parties. Self-Declaration is to be submitted by interested partner in this regard. Participation of interested partner(s) with a conflict-of-interest situation will result in the disqualification of all bids in which it is involved. A bidder may be in a conflict of interest with one or more parties if including but not limited to :

a. Have controlling shareholders as his/her family members viz. spouse, son, daughter, father, mother or brother etc. in common or ;

b. Have a relationship with each other directly or through common third parties that puts them in a position to have access to information about or influence on the bid of another interested partner.

4.5. The interested partner should have a valid Corporate Identification Number (CIN), Permanent Account Number (PAN), Taxpayer Identification Number (TIN), Goods and Service Tax Identification Number (GSTIN), on the last date of submission of EOI. Copy of documents in this regard is to be submitted.

4.6. The interested partner should submit 'Acknowledgment Copy' of Income Tax Returns for last three Financial Years (2017-18, 2018-19, 2019-20).

4.7. The interested partner should be in compliance to insertion of Rule 144(xi) in the GFR, 2017 vide office OM no. 6/18/2019-PPD dated 23-July-2020 issued by Ministry of Finance, Government of India. Self-declaration is to be submitted in this regard.

4.8. The interested partner should submit an undertaking for maintaining of 'Local Content Compliance' (*refer Clause No. 3.4 above*), in case they are called for submission of financial bid.

4.9. The interested partner should submit 'Bid Security Declaration' in lieu of Exemption from deposition of Earnest Money Deposit (EMD). EoI response without 'Bid Security Declaration' is liable for rejection without assigning any further notice.

4.10. EoI response submitted in form of Consortium / Partnership will be rejected.

5. Proposal Preparation and Submission Cost

5.1. The interested partner is responsible for all costs incurred in connection with participation in this EOI process, including, but not limited to, cost incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of proposal, in providing any additional information required by RailTel to facilitate the evaluation process or all such activities related to the bid process. RailTel will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process. This EOI document does not commit to award a contract or to engage in negotiations.

6. Amendment to EOI Document

6.1. At any time prior to the deadline for submission of bids, RailTel, may, for any reason can modify the EOI document by an amendment. All the amendments made in the document would be informed by displaying on RailTel's (www.railtelindia.com) website only. The interested partners are advised to visit the RailTel website on regular basis for checking necessary updates. RailTel also reserves the rights to amend the dates mentioned in this EOI for bid process. RailTel may, at its discretion, extend the last date for receipt of EoI response.

7. Bid Validity Period

7.1. Financial Bid of TSPs shall remain valid for the period of 150 days from the date of submission of EOI, as mentioned in this EOI document.

7.2. RailTel may request the TSP(s) for an extension of the period of validity. The validity of the 'Bid Security Declaration', should also be suitable extended if called upon to do so by RailTel. The request and the responses thereto shall be made in writing through e-mail communication only.

8. Right to Terminate the Process

8.1. RailTel may terminate the EOI process at any time without assigning any reason. RailTel makes no commitments, express or implied, that this process will result in a business transaction with anyone. This EOI does not constitute an offer by RailTel. The interested partner's participation in this process may result in RailTel selecting the CSP to engage in further discussions and negotiations toward execution of a contract. The commencement of such negotiations does not, however, signify a commitment by RailTel to execute a contract or to continue negotiations. RailTel may terminate negotiations at any time without assigning any reason.

9. Language of Bid

9.1. The bid prepared by the interested partner and all correspondence and documents relating to the bids exchanged by the bidder and RailTel, shall be written in English Language, provided that any printed literature furnished by the Bidder in another language shall be accompanied by an English translation in which case, for purposes of interpretation of the bid, the English translation shall govern. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Authorised Signatory of the interested partner.

10. Submission of Bid

10.1. The interested partner should take into account any Corrigendum to this EOI document that may have been published before submitting their EOI response. The bid is to be submitted **through email only**, at eoι.pms@railtelindia.com . Physical / Offline / Any other mode submitted EOI response will not be entertained.

10.2. Interested partners in their own interest are advised to submit the EOI response well in before the last date and hence to avoid any inconvenience at the last moment.

10.3. An Organization / Bidder can submit only 'One Bid'. Submission of multiple bids by a bidder will lead to rejection of all of its bid.

11. Rights to Accept / Reject any or all Proposals

11.1. RailTel reserves the right to accept or reject any bid, and to annual the bidding process and reject all Bids at any time prior to award of the Contract, without thereby incurring any liability to the affected Bidders or any obligation to inform the affected Bidders of the ground for RailTel's action.

12. Payment Terms

12.1. Payment will be on '**back-to-back**' basis and as per the payment terms mentioned in the pertinent CRIS' tender.

12.2. Payment will be released after receiving the invoice for the work / services and after RailTel has received the payment from CRIS for the same work / services. Any deduction / penalties levied by CRIS on invoices of RailTel will be carried **back-to-back** and will be deducted from CSP's invoices, subject to the cause to deduction / penalty is due to deviation in service standards by the successful bidder.

13. Performance Bank Guarantee (PBG)

13.1. In case of successful participation by RailTel in the pertinent CRIS' tender and subsequent engagements with CSP, The CSP shall at its own expense, deposit with department, within thirty (30) days of the notification of award (done through issuance of the Purchase Order / Work Order) and communicated through email, an unconditional and irrevocable Performance Bank Guarantee (PBG) from a Scheduled Commercial Bank as per the format enclosed in this EOI, payable on demand, for the due performance and fulfilment of the contract by the bidder. This PBG will be for an amount equivalent to 03% of the contract value. All charges whatsoever such as premium, commission, etc. with respect to the PBG shall be borne by the Successful Bidder. Besides, if the total BG amount comes upto ₹ 05 Lakhs, then same will be deposited through DD/RTGS/NEFT.

13.2. The PBG would be valid for a period of 120 days from the date of validity of the contract. The PBG may be discharged / returned by RailTel upon being satisfied that there has been due performance of the obligations of the CSP under the contract. However, no interest shall be payable on the PBG. In the event, CSP being unable to service the contract for whatever reason, RailTel would invoke the PBG at its discern. Notwithstanding and without prejudice to any rights whatsoever of RailTel under the contract in the matter, the proceeds of the PBG shall be payable to RailTel as compensation for any loss resulting from the CSP's failure to complete its obligations under the contract. RailTel shall notify the CSP in writing of the exercise of its right to receive such compensation within 14 days, indicating the contractual obligation(s) for which the CSP is in default.

13.3. RailTel shall also be entitled to make recoveries from the Bidder's bills, PBG or from any other amount due to him, the equivalent value of any payment made to him due to inadvertence, error, collusion, misconstruction or misstatement.

13.4. If the service period gets extended by virtue of extension of same by CRIS, PBG should also be extended accordingly.

13.5. During the contract period, RailTel may issue Purchase Order for the additional services ordered by CRIS (*in case*) to RailTel. In such scenario(s) also, Clause No. 13.1. to Clause No. 13.4. are to be followed by the CSP.

14. Details of Commercial Bid / Financial Bid

14.1. The TSP(s) should submit commercial bid strictly as per the format mentioned by CRIS in the pertinent tender document or subsequent corrigendum.

14.2. The commercial bid should clearly bring out the cost of the services with detailed break-up of taxes.

14.3. The rates mentioned in the commercial bid of the CSP will form basis of commercial transaction between RailTel and bidder.

14.4. The quantity of 'Line Items' can vary at the time of placing of Purchase Order or during the Contract Period, as communicated by CRIS (*in case*) to RailTel. In such scenarios, the 'Per Unit' cost will be considered to arrive on contractual amount between RailTel and CSP.

14.5. It is also possible that CRIS may surrender a particular wholly or some or all of the quantities of service items ordered to RailTel during the contract period and accordingly the contractual amount between RailTel and CSP will be considered.

14.6. In addition to the Payment Terms, all other Contractual Terms will also be on '**back-to-back**' basis between RailTel and CSP, as mentioned in the pertinent CRIS' tender.

15. Duration of the Contract Period

15.1. The contract duration shall be same as of CRIS's contract duration with RailTel until otherwise terminated earlier. Indicative contract duration is Thirty-Six (36) Months, unless otherwise terminated earlier, as mentioned in this EOI document and subject to successful participation of RailTel in the pertinent CRIS' tender. The contract duration can be renewed / extended by RailTel at its discern, in case CRIS extends / renews services with RailTel by virtue of extending / renewing / new issuance of one or more Purchase Order(s) placed by CRIS to RailTel.

16. Restrictions on 'Transfer of Agreement'

16.1. The CSP shall not assign or transfer its right in any manner whatsoever under the contract / agreement to a third party or enter into any agreement for sub-contracting and/or partnership relating to any subject matter of the contract / agreement to any third party either in whole or in any part i.e. no sub-contracting / partnership / third party interest shall be created.

17. Suspension, Revocation or Termination of Contract / Agreement

17.1. RailTel reserves the right to suspend the operation of the contract / agreement, at any time, due to change in its own license conditions or upon directions from the competent government authorities, in such a situation, RailTel shall not be responsible for any damage or loss caused or arisen out of aforesaid action. Further, the suspension of the contract / agreement will not be a cause or ground for extension of the period of the contract /

agreement and suspension period will be taken as period spent. During this period, no charges for the use of the facility of the CSP shall be payable by RailTel.

17.2. RailTel may, without prejudice to any other remedy available for the breach of any conditions of agreements, by a written notice of Three (03) month issued to the CSP, terminate/or suspend the contract / agreement under any of the following circumstances:

- a) The CSP failing to perform any obligation(s) under the contract / agreement.
- b) The CSP failing to rectify, within the time prescribed, any defect as may be pointed out by RailTel.
- c) Non adherence to Service Level Agreements (SLA) which RailTel has committed to CRIS for the pertinent tender.
- d) The CSP going into liquidation or ordered to be wound up by competent authority.
- e) Either party may terminate the agreement, by giving notice of at least Three (03) months in advance. The effective date of surrender of agreement will be three (03) months counted from the date of receipt of such notice by the other party.
- f) If the CSP is wound up or goes into liquidation, it shall immediately (and not more than a week) inform about occurrence of such event to RailTel in writing. In that case, the written notice can be modified by RailTel as deemed fit under the circumstances. RailTel may either decide to issue a termination notice or to continue the agreement by suitable modifying the conditions, as it feels fit under the circumstances.
- g) It shall be the responsibility of the CSP to maintain the agreed Quality of Service, even during the period when the notice for surrender/termination of contract / agreement is pending and if the Quality of Performance of Solution is not maintained, during the said notice period, it shall be treated as material breach liable for termination at risk and consequent of which CSP's PBG related to contract / agreement along with PBG related to the Empanelment Agreement with RailTel shall be forfeited, without any further notice.
- h) Breach of non-fulfillment of contract / agreement conditions may come to the notice of RailTel through complaints or as a result of the regular monitoring. Wherever considered appropriate RailTel may conduct an inquiry either suo-moto or on complaint to determine whether there has been any breach in compliance of the terms and conditions of the agreement by the successful bidder or not. The CSP shall extend all reasonable facilities and shall endeavor to remove the hindrance of every type upon such inquiry. In case of default by the CSP in successful implementation and thereafter maintenance of services / works as per

the conditions mentioned in this EOI document, the PBG(s) of CSP available with RailTel will be forfeited.

18. Dispute Settlement

18.1. In case of any dispute concerning the contract / agreement, both the CSP and RailTel shall try to settle the same amicably through mutual discussion / negotiations. Any unsettled dispute shall be settled in terms of Indian Act of Arbitration and Conciliation 1996 or any amendment thereof. Place of Arbitration shall be New Delhi.

18.2. The arbitral tribunal shall consist of the sole Arbitrator. The arbitrator will be mutually appointed by the Chairman & Managing Director of RailTel and the CSP.

18.3. All arbitration proceedings shall be conducted in English.

19. Governing Laws

19.1. The contract shall be interpreted in accordance with the laws of India. The courts at New Delhi shall have exclusive jurisdiction to entertain and try all matters arising out of this contract.

20. Statutory Compliance

20.1. During the tenure of this Contract nothing shall be done by CSP in contravention of any law, act and/ or rules/regulations, there under or any amendment thereof and shall keep RailTel indemnified in this regard.

20.2. The Bidder shall comply and ensure strict compliance by his/her employees and agents of all applicable Central, State, Municipal and Local laws and Regulations and undertake to indemnify RailTel, from and against all levies, damages, penalties and payments whatsoever as may be imposed by reason of any breach or violation of any law, rule, including but not limited to the claims against RailTel or its Customer under Employees Compensation Act, 1923, The Employees Provident Fund and Miscellaneous Provisions Act, 1952, The Contract Labour (Abolition and Regulation) Act 1970, Factories Act, 1948, Minimum Wages Act and Regulations, Shop and Establishment Act and Labour Laws which would be amended/modified or any new act if it comes in force whatsoever, and all actions claim and demand arising therefrom and/or related thereto.

21. Intellectual Property Rights

21.1. Each party i.e. RailTel and CSP, acknowledges and agree that the other party retains exclusive ownership and rights in its trade secrets, inventions, copyrights, and other intellectual property and any hardware provided by such party in relation to this contract / agreement.

21.2. Neither party shall remove or misuse or modify any copyright, trade mark or any other proprietary right of the other party which is known by virtue of this EoI and subsequent contract in any circumstances.

22. Severability

22.1. In the event any provision of this EOI and subsequent contract with CSP is held invalid or not enforceable by a court of competent jurisdiction, such provision shall be considered separately and such determination shall not invalidate the other provisions of the contract and Annexure/s which will be in full force and effect.

23. Force Majeure

23.1. If during the contract period, the performance in whole or in part, by other party, of any obligation under this is prevented or delayed by reason beyond the control of the parties including war, hostility, acts of the public enemy, civic commotion, sabotage, Act of State or direction from Statutory Authority, explosion, epidemic, quarantine restriction, strikes and lockouts (as are not limited to the establishments and facilities of the parties), fire, floods, earthquakes, natural calamities or any act of GOD (hereinafter referred to as EVENT) , provided notice of happenings of any such event is given by the affected party to the other, within twenty one (21) days from the date of occurrence thereof, neither party shall have any such claims for damages against the other, in respect of such non-performance or delay in performance. Provided service under this contract shall be resumed as soon as practicable, after such EVENT comes to an end or ceases to exist.

23.2. In the event of a Force Majeure, the affected party will be excused from performance during the existence of the force Majeure. When a Force Majeure occurs, the affected party after notifying the other party will attempt to mitigate the effect of the Force Majeure as much as possible. If such delaying cause shall continue for more than sixty (60) days from the date of the notice stated above, the party injured by the inability of the other to perform shall have the right, upon written notice of thirty (30) days to the other party, to terminate this contract. Neither party shall be liable for any breach, claims, and damages

against the other, in respect of non-performance or delay in performance as a result of Force Majeure leading to such termination.

24. Indemnity

24.1. The CSP agrees to indemnify and hold harmless RailTel, its officers, employees and agents (each an "Indemnified Party") promptly upon demand at any time and from time to time, from and against any and all losses, claims, damages, liabilities, costs (including reasonable attorney's fees and disbursements) and expenses (collectively, "Losses") to which the Indemnified party may become subject, in so far as such losses directly arise out of, in any way relate to, or result from :

- a) Any mis-statement or any breach of any representation or warranty made by CSP or
- b) The failure by the CSP to fulfill any covenant or condition contained in this contract by any employee or agent of the Bidder. Against all losses or damages arising from claims by third Parties that any Deliverables (or the access, use or other rights thereto), created by CSP pursuant to this contract, or any equipment, software, information, methods of operation or other intellectual property created by CSP pursuant to this contract, or the SLAs (i) infringes a copyright, trade mark, trade design enforceable in India, (ii) infringes a patent issues in India, or (iii) constitutes misappropriation or unlawful disclosure or used of another Party's trade secrets under the laws of India (collectively, "Infringement Claims"); or
- c) Any compensation / claim or proceeding by any third party against RailTel arising out of any act, deed or omission by the CSP or
- d) Claim filed by a workman or employee engaged by the CSP for carrying out work related to this agreement. For the avoidance of doubt, indemnification of Losses pursuant to this section shall be made in an amount or amounts sufficient to restore each of the Indemnified Party to the financial position it would have been in had the losses not occurred.

24.2. Any payment made under this contract to an indemnity or claim for breach of any provision of this contract shall include applicable taxes.

25. Limitation of Liability towards RailTel

25.1. The CSP liability under the contract shall be determined as per the Law in force for the time being. The CSP shall be liable to RailTel for loss or damage occurred or caused or likely

to occur on account of any act of omission on the part of the CSP and its employees (*direct or indirect*), including loss caused to RailTel on account of defect in goods or deficiency in services on the part of CSP or his agents or any person / persons claiming through under said CSP, However, such liability of the CSP shall not exceed the total value of the contract.

25.2. This limit shall not apply to damages for bodily injury (including death) and damage to real estate property and tangible personal property for which the CSP is legally liable.

26. Confidentiality cum Non-disclosure

26.1. The Receiving Party agrees that it will not disclose to third party/parties any information belonging to the Disclosing Party which is provided to it by the Disclosing Party before, during and after the execution of this contract. All such information belonging to the Disclosing Party and provided to the Receiving Party shall be considered Confidential Information. Confidential Information includes prices, quotations, negotiated issues made before the execution of the contract, design and other related information. All information provided by Disclosing Party to the Receiving Party shall be considered confidential even if it is not conspicuously marked as confidential.

26.2. Notwithstanding the foregoing, neither Party shall have any obligations regarding non-use or non-disclosure of any confidential information which:

- a) Is already known to the receiving Party at the time of disclosure:
- b) Is or becomes part of the public domain without violation of the terms hereof;
- c) Is shown by conclusive documentary evidence to have been developed independently by the Receiving Party without violation of the terms hereof:
- d) Is received from a third party without similar restrictions and without violation of this or a similar contract.

26.3. The terms and conditions of this contract, and all annexes, attachments and amendments hereto and thereto shall be considered Confidential Information. No news release, public announcement, advertisement or publicity concerning this contract and/or its contents herein shall be made by either Party without the prior written approval of the other Party unless such disclosure or public announcement is required by applicable law.

26.4. Notwithstanding the above, information may be transmitted to governmental, judicial, regulatory authorities, if so, required by law. In such an event, the Disclosing Party shall inform the other party about the same within 30 (thirty) Days of such disclosure.

26.5. This Confidentiality and Non- Disclosure clause shall survive even after the expiry or termination of this contract.

27. Assignment

27.1. Neither this contract nor any of the rights, interests or obligations under this contract shall be assigned, in whole or in part, by operation of law or otherwise by any of the Parties without the prior written consent of each of the other Parties. Any purported assignment without such consent shall be void. Subject to the preceding sentences, this contract will be binding upon, inure to the benefit of, and be enforceable by, the Parties and their respective successors and assigns.

28. Insurance

28.1. The CSP agrees to take insurances to cover all the elements of the project under this EOI including but not limited to Manpower, Hardware, Software etc..

29. Exit Management

29.1. Exit Management Purpose

- a) This clause sets out the provision, which will apply during Exit Management period. The parties shall ensure that their respective associated entities carry out their respective obligation set out in this Exit Management Clause.
- b) The exit management period starts, in case of expiry of contract, at least 03 months prior to the date when the contract comes to an end or in case of termination contract, on the date when the notice of termination is sent to the BCSP. The exit management period ends on the date agreed upon by RailTel or Three (03) months after the beginning of the exit management period, whichever is earlier.

29.2. Confidential Information, Security and Data : CSP will promptly, on the commencement of the exit management period, supply to RailTel or its nominated agencies the following :

- a) Information relating to the current services rendered and performance data relating to the performance of the services; documentation relating to the project, project's customized source code; any other date and confidential information created as part of or is related to this contract;

- b) All other information (including but not limited to documents, records and agreements) relating to the services reasonably necessary to enable RailTel and its nominated agencies, or its replacing vendor to carry out due diligence in order to transition the provision of the services to RailTel or its nominated agencies, or its replacing vendor (as the case may be).

29.3. Employees : Promptly on reasonable request at any time during the exit management period, the CSP shall, subject to applicable laws, restraints and regulations (including in particular those relating to privacy) provide RailTel a list of all employees (with job titles and communication address), dedicated to providing the services at the commencement of the exit management period; To the extent that any Transfer Regulation does not apply to any employee of the CSP, RailTel or the replacing vendor may make an offer of contract for services to such employees of the CSP and the CSP shall not enforce or impose any contractual provision that would prevent any such employee from being hired by RailTel or any replacing vendor.

29.4. Rights of Access to Information : Besides during the contract period, At any time during the exit management period also, the CSP will be obliged to provide an access of information to RailTel and / or any Replacing Vendor in order to make an inventory of the Assets (including hardware / software / active / passive), documentations, manuals, catalogues, archive data, Live data, policy documents or any other related material.

30. Waiver

30.1. Except as otherwise specifically provided in the contract, no failure to exercise or delay in exercising, any right, power or privilege set forth in the contract will operate as a waiver of any right, power or privilege.

31. Changes in Contract Agreement

31.1. No modification of the terms and conditions of the Contract Agreement shall be made except by written amendments signed by the both CSP and RailTel.

EOI COVER LETTER
(*On Organization Letter Head*)

Bid Ref No. :

Date:

To,

Executive Director (DNM),
RailTel Corporation of India Limited,
Plate-A, 6th Floor, Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110023

Ref : EOI No. RailTel/EoI/CO/DNM/2020-21/IR-PMS Dated 25th Mar 2021

Dear Sir,

1. I, the undersigned, on behalf of M/s, having carefully examined the referred EOI offer to participate in the same, in full conformity with the said EOI and all the terms and conditions thereof, including corrigendum issued till last date of submission of EOI.
2. I agree to abide by this Proposal, consisting of this letter, our Pre-qualification, Technical and Commercial Proposals (*at subsequent stage*), for a period of 150 days from the date fixed for submission of Proposals as stipulated in the EOI and modifications resulting from contract negotiations, and it shall remain binding upon us and may be accepted by you at any time before the expiration of that period.
3. I acknowledge that the Authority will be relying on the information provided in the Proposal and the documents accompanying the Proposal for selection of the Commercially Suitable Partner (CSP) for the aforesaid Service, and we certify that all information provided therein is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying the Proposal are true copies of their respective originals.
4. I undertake, if our Bid is accepted, to commence our services as per scope of work as specified in the contract document.
5. Until a formal Purchase Order or Contract is prepared and executed, this Bid together with your written acceptance thereof in your notification of award shall constitute a binding contract between us.

Signature of Authorised Signatory

Name
Designation

Bid Security Declaration
(On Organization Letter Head)

Bid Ref No. :

Date:

To,

Executive Director (DNM),
RailTel Corporation of India Limited,
Plate-A, 6th Floor, Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110023

Ref : EOI No. RailTel/EoI/CO/DNM/2020-21/IR-PMS Dated 25th Mar 2021

Dear Sir,

I, the undersigned, on behalf of M/s , am aware that we have been exempted from submission of Bid Security / Earnest Money Deposit in lieu of this Bid Security Declaration. We understand and accept that if we withdraw our bid within bid validity period or if awarded the contract and being called upon to submit the Performance Guarantee / Performance Security and fail to submit the same within the stipulated time period mentioned in the EoI document or on being called upon to sign the contract agreement, fail to sign the same within the stipulated period mentioned in the EoI document, We the interested partner shall be banned from submission of bids in any Works / Service Tender issued by RailTel Corporation of India Ltd. for a period of 12 months from the date of such banning notification.

We further understand and accept that if we withdraw our bid within bid validity period or if awarded the contract and being called upon to submit the Performance Guarantee / Performance Security and fail to submit the same within the stipulated time period mentioned in the EoI document or on being called upon to sign the contract agreement, fail to sign the same within the stipulated period mentioned in the EoI document, RailTel will be at liberty to encash the Bank Guarantee submitted in relation to our empanelment.

Signature of Authorised Signatory

Name
Designation

Compliance to Rule 144 (xi) of GFR, 2017
(On Organization Letter Head)

Bid Ref No. :

Date:

To,

Executive Director (DNM),
RailTel Corporation of India Limited,
Plate-A, 6th Floor, Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110023

Ref : EOI No. RailTel/EoI/CO/DNM/2020-21/IR-PMS Dated 25th Mar 2021

Dear Sir,

I, the undersigned, on behalf of M/s , have read the clause/para regarding restrictions on procurement from a bidder of a country which shares a land border with India and on sub-contracting to contractors from such countries.

(a) I certify that M/s is not from such a country and will not sub-contract any work to a contractor from such countries unless such contractor is registered with the Competent Authority. I also certify that M/s will not offer any products / services of entity from such countries unless such entity is registered with the Competent Authority.

OR (Strikeout either (a) or (b), whichever is not applicable)

(b) I certify that M/s is from such a country and has been registered with the Competent Authority. I also certify that M/s has product/services of entity from such countries and these entity / entities are also registered with the Competent Authority.

(Where applicable, evidence of valid registration by the Competent Authority is to be attached with the bid.)

I hereby certify that M/s fulfills all requirements in this regard and is eligible to be considered.

I hereby acknowledge that in the event of acceptance of my bid on above certificate and if the certificate is found to be false at any stage, the false certificate would be a ground for immediate termination of contract and further legal action in accordance with the Law.

Signature of Authorised Signatory

Name

Designation

Local Content Compliance
(On Organization Letter Head)

Bid Ref No. :

Date:

To,

Executive Director (DNM),
RailTel Corporation of India Limited,
Plate-A, 6th Floor, Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110023

Ref : EOI No. RailTel/EoI/CO/DNM/2020-21/IR-PMS Dated 25th Mar 2021

Dear Sir,

I, the undersigned, on behalf of M/s , hereby submits that our technical solution for the 'Scope of Work' mentioned under the EoI document is in compliance of local content requirement and makes us equivalent to 'Class-I local supplier' / 'Class-II local supplier' for the EoI under reference, as defined under the order No. P-45021/2/2017-PP(BE-II) dt. 04-June-2020 issued by Ministry of Commerce and Industry, Govt. of India.

I hereby certify that M/s fulfills all requirements in this regard and is eligible to be considered.

I hereby acknowledge that in the event of acceptance of my bid on above certificate and if the certificate is found to be false at any stage, the false certificate would be a ground for immediate termination of contract and further legal action in accordance with the Law, including but not limited to the encashment of Bank Guarantee related to Empanelment and Performance Bank Guarantee (PBG), as available with RailTel, related to this EoI.

Signature of Authorised Signatory

Name

Designation

CHECKLIST OF DOCUMENTS FOR TECHNICAL BID

S. No.	Document
1	EoI Cover Letter
2	Copy of RailTel's Empanelment Letter
3	Copy of PBG submitted for Empanelment (Min. validity of 90 days from the last date of submission of bid)
4	Self-Declaration for Non-Blacklisting
5	Self-Declaration regarding no ongoing or past arbitration case(s) with RailTel
6	Self-Declaration regarding No Conflict of Interest
7	Corporate Identification Number (CIN)
8	Copy of Permanent Account Number (PAN)
9	Copy of Goods and Service Tax Identification Number (GSTIN)
10	Copy of ITR Acknowledgment for Last Three Financial Years (2017-18, 2018-19 & 2019-20)
11	Self-Declaration regarding compliance to Rule 144(xi) of GFR,2017
12	Self-Declaration regarding compliance to Local Content Requirement
13	Bid Security Declaration
14	Any other document(s), as required under EoI response

Note :

1. The technical bid should have a 'Index' at the starting and all pages of bid should be serially numbered and should be traceable as per the 'Index'.
2. All the submitted documents should be duly stamped and signed by the Authorized Signatory at each page.
3. Interested Partners need not to submit stamped and signed copy of EOI document. This being e-submission, hence submission of EOI response by interested partner at email **eoi.pms@railtelindia.com** will implies that they have read and agreed all Terms and Conditions of EOI and subsequent corrigendum issued till last date and time of submission. Also, this will imply that the EOI response submitted by the interested partner is with 'NIL DEVIATION'.

PROFORMA FOR PERFORMANCE BANK GUARANTEE

(On Stamp Paper of ₹ One Hundred)

To,

Executive Director (DNM),
RailTel Corporation of India Limited,
Plate-A, 6th Floor, Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110023

1. In consideration of the RailTel Corporation of India Limited (CIN : U64202DL2000GOI107905), having its registered office at Plate-A, 6th Floor, Office Block Tower-2, East Kidwai Nagar, New Delhi – 110023 (herein after called "RailTel") having agreed to exempt (CIN :) having its registered office at (hereinafter called "the said Contractor") from the demand, under the terms and conditions of Purchase Order No. dated made between RailTel and for (hereinafter called "the said Agreement") of security deposit for the due fulfilment by the said Contractor of the terms and condition contained in the said Agreement, or production of a Bank Guarantee for Rs. (Rs. Only). We (indicate the name and address and other particulars of the Bank) (hereinafter referred to as 'the Bank') at the request of contractor do hereby undertake to pay RailTel an amount not exceeding Rs. (Rs. Only) against any loss or damage caused to or suffered or would be caused to or suffered by the RailTel by reason of any breach by the said Contractor of any of the terms or conditions contained in the said Agreement.

2. We, the Bank do hereby undertake to pay the amounts due and payable under this Guarantee without any demur, merely on demand from the RailTel stating that the amount is claimed is due by way of loss or damage by the said Contractor of any of terms or conditions contained in the said Agreement by reason of the Contractor's failure to perform the said Agreement. Any such demand made on the Bank shall be conclusive as regards the amount due and payable by the Bank under this Guarantee. However, our liability under this guarantee shall be restricted to an amount not exceeding Rs (Rs. Only).

3. We, the Bank undertake to pay the RailTel any money so demanded notwithstanding any dispute or disputes raised by the Contractor in any suit or proceedings pending before any court or Tribunal relating thereto our liability under this present being, absolute and unequivocal. The payment so made by us under this Bond shall be a valid discharge of our liability for payment there under and the Contractor shall have no claim against us for making such payment.

4. We, the Bank further agree that the Guarantee herein contained shall remain in full force and effect during the period that would be taken for the performance of the said Agreement and that it shall continue to be enforceable till all the dues of the RailTel under or by virtue of the said Agreement have been fully paid and its claims satisfied or discharged or till RailTel certifies that the terms and conditions of the said Agreement have been fully and properly carried out by the said contractor and accordingly discharges this Guarantee. Unless a demand or claim under the Guarantee is made on us in writing on or before We shall be discharged from all liability under this Guarantee thereafter.

5. We, the Bank further agree with the RailTel that the RailTel shall have fullest liberty without our consent and without affecting in any manner our obligations hereunder to vary any of the terms and conditions of the Agreement or to extend time or to postpone for any time or from time to time any of the powers exercisable by the RailTel against the said Contractor and to forbear or enforce any of the terms and conditions relating to the said Agreement and we shall not be relieved from our liability by reason of any such variation, or extension to the said Contractor or for any forbearance, act or omission on the part of RailTel or any indulgence by the RailTel to the said Contractor or by any such matter or thing whatsoever which under the law relating to sureties would, but for this provision, have effect of so relieving us.

This Guarantee will not be discharge due to the change in the constitution of the Bank or the Contractor.

(..... indicate the name of Bank) lastly undertake not to revoke this Guarantee during its currency except with the previous consent of RailTel in writing.

Dated the Day of 2020 for (Name of Bank)

In the presence of Witnesses:

1. Signature With Date
Name

2. Signature With Date
Name

Instructions to Interested Partners

1. Kindly submit your EOI response through your official email-ID (preferably) reflecting your organization's identity. Your official email-ID should remain active during the bid validity period and subsequent (*in case*), contract period.
2. While submitting the EOI response through email, kindly mention your contact and other relevant details in the signature. If possible, also mention contact details of alternative person(s) of your organization also.
3. Kindly mention the subject line relevant to the case while submitting the EOI response through email.
4. The EOI response should be submitted at the email-ID mentioned in this EOI document.
5. The EOI response should be submitted as a '**Single Document**' in **pdf format** and the mail body should also refer to the **attached document**.
6. Once the EOI response is submitted at specified email-ID (*as mentioned in this EOI document*), interested partners will get an acknowledgment mail from RailTel for the responses submitted within the stipulated time mentioned in this EOI document. In case, you have not received acknowledgment mail from RailTel, before the date and time of opening of EOI response, as mentioned in this EOI document, the interested partners should contact the persons as mentioned in this EOI document.

Contact Details for this EOI :

Level 01 : Sh. Manish / Senior Manager (Mktg) / manish@railtelindia.com / 97176-44211

Level 02 : Sh. Naresh Kumar / Dy. General Manager (IT) / naresh.kumar@railtelindia.com

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