

**“Selection of Business Partner for implementation of
BharatNet Project on (PPP) model”**



EoI Document

EoI Notice No. RailTel/EoI/CO/RailWire/2021-22/BharatNet/01

**RailTel Corporation of India Limited
(A Government of India Enterprise)**

**Plate-A, 6th Floor, Office Tower-2,
NBCC Building, East Kidwai Nagar,
New Delhi-110023**

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1. About RailTel

RailTel Corporation of India Limited (RailTel), an ISO-9001:2000 organization is a Mini Ratna Government of India undertaking under the Ministry of Railways. The Corporation was formed in Sept 2000 with the objectives to create nationwide Broadband Telecom and Multimedia Network in all parts of the country, to modernize Train Control Operation and Safety System of Indian Railways and to contribute to realization of goals and objective of national telecom policy 1999.

RailTel has 60000+ Km of OFC along the protected Railway tracks. The transport network is built on high capacity DWDM and an IP/ MPLS network over it to support mission critical communication requirements of Indian Railways and other customers. RailTel has Tier-III Data Center in Gurgaon and Secunderabad hosting / collocating critical applications. RailTel is also providing Telepresence as a Service (TPaaS), where a High-Definition Video Conference facility bundled with required BW is provided as a Service.

For ensuring efficient administration across India, country has been divided into four regions namely, Eastern, Northern, Southern & Western each headed by Executive Director and Headquartered at Kolkata, New Delhi, Secunderabad & Mumbai respectively. These regions are further divided into territories for efficient working. RailTel has territorial offices at Guwahati, & Bhubaneswar in East, Chandigarh, Jaipur, Lucknow in North, Chennai & Bangalore in South, Bhopal, and Pune & Ahmedabad in West. Various other territorial offices across the country are proposed to be created shortly.

RailTel's business service lines can be categorized into three heads namely B2G/B2B (Business to Government and Business to Business) and B2C (Business to customers):

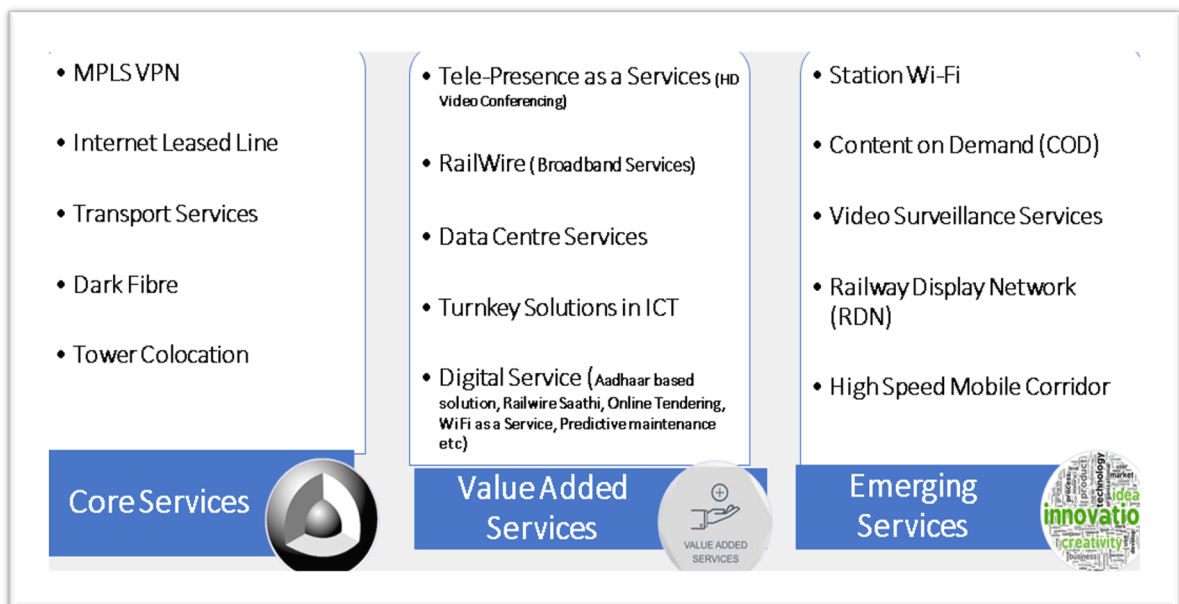
a) License and service portfolio:

Presently, RailTel holds Infrastructure Provider -1, National Long-Distance Operator, International Long-Distance Operator and Internet Service Provider (Class-A) licenses under which the following services are being offered to various customers:

b) Carrier Services

- i. National Long Distance: Carriage of Inter & Intra -circle Voice Traffic across India using state of the art NGN based network through its Interconnection with all leading Telecom Operators.
- ii. Lease Line Services: Available for granularities from E1, DS-3, STM-1 & above.
- iii. Dark Fiber/Lambda: Leasing to MSOs/Telco's along secured Right of Way of Railway tracks.
- iv. Co-location Services: Leasing of Space and 1000+ Towers for collocation of MSC/BSC/BTS of Telco's.

c) Enterprise Services



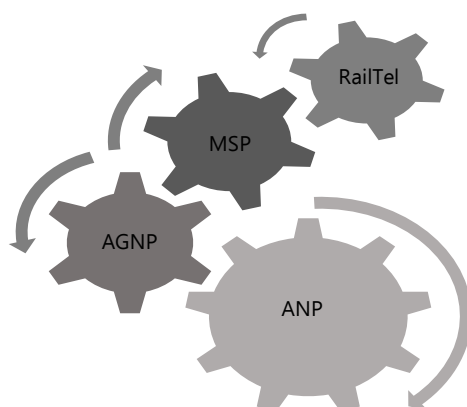
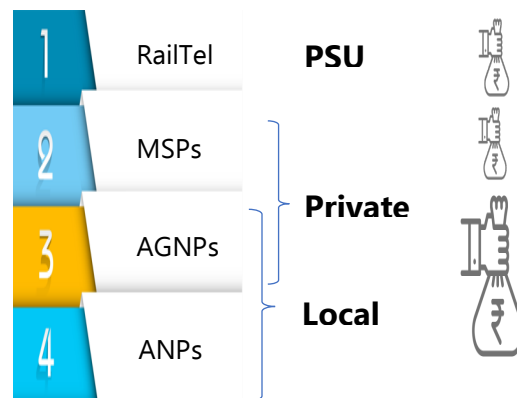
- i. Managed Lease Line Services: Available for granularities from E1, DS-3, STM-1 & above
- ii. MPLS VPN: Layer-2 & Layer-3 VPN available for granularities from 64 Kbps to nx64 Kbps, 2 Mbps & above
- iii. Dedicated Internet Bandwidth: Experience the “Always ON” internet connectivity at your fingertips in granularities 2Mbps to 155Mbps

d) Retail Broadband Services

- i. RailWire is a retail Broadband initiative of RailTel, with a mission to make available "ICT to Common Man" & "Internet, Education and Health Services to the Masses". RailTel envisaged extending broadband and application services to the public

including those in remote areas in association with Local Cable Operators and other access network providers, by utilizing their last mile. Managed Service Partners (MSPs) provide customer support, partner support, evangelize and market RailWire services on behalf of RailTel on a revenue sharing basis.

RailWire, by focusing on pure-play broadband and VPN services, aims to become a hub of local information, and a platform for rendering communication, infotainment, education, health and community services to the masses. RailWire retail broadband is currently serving more than 3,90,000 home-users in 24 Circles across India.



Since the network has no legacy baggage, symmetrical high-speed broadband service with capabilities of content delivery can be rolled out. Entertainment, Education and Health will be primary verticals to be rolled out in the Content Delivery Network. Since the rollout will harness the entrepreneurial energies of thousands of network operators and as many MSPs as required, this model can scale and spread very fast to achieve the broadband penetration targeted by the government.

- ii. **Tripleplay** is a pilot project undertaken by RailTel and currently services are offered out of Bangalore and nearby places. IPTV, OTT, VAS and IP based telephony are some highlights of Tripleplay.

2. Schedule of Events

Particulars	Date
Date of posting of EoI	31.07.2021
Start date of downloading / viewing EOI	31.07.2021
Last date and time for seeking clarifications, if any	05.08.2021 at 15:30 Hrs.
Start date and time for response to EoI submission (Online)	31.07.2021
Last date and time for response submission (Online)	10.08.2021 at 15:00 Hrs.
Response Opening (Online)	10.08.2021 at 15:30 Hrs.

3. Project Background and Objective of EoI

RailTel intends to participate in Request for Proposal issued by Department of Telecommunications (DOT) for Development (Creation, Upgradation, Operation & Maintenance and Utilization) of BharatNet through Public Private Partnership in various states as 6 packages with the following reference documents:

- RFP for each package (as published by Bharat Broadband Network Ltd)
- Draft Concession Agreement of each package (as published by Bharat Broadband Network Ltd)

Packages*	Licensed Service Areas / States	RFP No.	Estimated Project Cost (INR Crores)
Package 1	Kerala	BBNL/MM/PPP/2021/Tender/1/Pkg1	3,708.83
	Karnataka		
Package 2	UP East	BBNL/MM/PPP/2021/Tender/1/Pkg2	4,824.20
Package 4	Rajasthan	BBNL/MM/PPP/2021/Tender/1/Pkg4	4,068.27
Package 6	West Bengal	BBNL/MM/PPP/2021/Tender/1/Pkg6	2,128.76
Package 7	North East 1 (Meghalaya, Mizoram, Tripura)	BBNL/MM/PPP/2021/Tender/1/Pkg7	3,453.10
	North East II (Arunachal Pradesh, Manipur, Nagaland)		
Package 8	Assam	BBNL/MM/PPP/2021/Tender/1/Pkg8	1,301.04

RailTel invites EOIs from interested organizations to partner with RailTel for forming special purpose vehicle (SPV) to participate in the above-mentioned packages. The empaneled partner is expected to invest the required equity in PPP project and have the ability to take up the work on back-to-back basis and who has good connect with the local environment.

4. Scope of work

The scope of work covers any or all of the scope mentioned in clause 3(a) of this EoI:

Scope of Work details:

- a) Development of the New Network in conformity with Schedule B of draft concession agreement, Technical Specifications and Standards set forth in Schedule C of draft concession agreement, provisions of this Agreement, Applicable Laws, Applicable Permits and Good Industry Practice;
- b) Upgradation of Existing Network in conformity with Schedule B of draft concession agreement, Technical Specifications and Standards set forth in Schedule C of draft concession agreement, provisions of this Agreement, Applicable Laws, Applicable Permits and Good Industry Practice;
- c) Operation and maintenance of the Project in conformity with Schedule B of draft concession agreement, Technical Specifications and Standards set forth in Schedule C of draft concession agreement, provisions of this Agreement, Applicable Laws, Applicable Permits and Good Industry Practice;
- d) Enhancing the performance and utilization of the Project; and
- e) Performance and fulfillment of all other obligations of the Concessionaire in accordance with the provisions of this Agreement and matters incidental thereto or necessary for the performance of any or all of the obligations of the Concessionaire under this Agreement. The above scope of work is indicative and the detailed scope of work is given in the Technical Specification of the end customer (Customer Name) tender documents with latest amendments and clarifications.

However, the scope of work will be as mentioned in the Customer Name Response documents for “Brief Tender Description”

In case of any discrepancy or ambiguity in any clause/ specification pertaining to scope of work area, the Tender released by end Customer Organization shall supersede and will be considered sacrosanct. (All Partners clarifications, responses to queries, revisions, addendum and corrigendum, Partners Prime Service Agreement (PSA)/ MSA/ SLA also included).

5. Pre-Qualification requirements for Business Partner:

- 5.1.** The respondent should have experience of constructing OFC network to the tune of 35% of the estimated cost of the relevant package in the last 7 years plus current financial year upto the date of opening of this EoI.
- 5.2.** The respondent should have, as on 31st March 2021, net worth equivalent to 50% of the net worth required for the package applied for, as mentioned in the relevant clause of the RFPs mentioned in clause no 3 of this EoI.
- 5.3.** The respondent should be a company registered and incorporated in India under the Companies Act 1956/2013. The respondent should be operating in India for at least 3 years as on date of submission.
- 5.4.** The respondent should not have been blacklisted/debarred by any Government/Non-Government organization in India during past 3 years as on response submission date. Respondent should submit undertaking as per Annexure 1 of this EoI.
- 5.5.** The respondent must comply with the requirements stipulated in Office memorandum: F/No/6/18/2019-PPD dated 23rd July 2020 issued by Public Procurement Division, Department of Expenditure, Ministry of Finance and GoI.

6. Principles for evaluation of Responses:

- 6.1.** Financial credentials of the respondents: Respondents may submit documents supporting net worth, turnover for the last 3 financial years, 2018-19, 2019-20 and 2020-21.
- 6.2.** Technical credentials related to scope of work: Respondents may submit documents of similar OFC execution works for the last 7 years. Work completion report mentioning the value supporting the experience mentioned at clause no 5.1 of this EoI.
- 6.3.** Proposal of Financial contribution to the SPV: Respondents may indicate the extent of financial contribution and ability to raise debt.
- 6.4.** Proposal of technical contribution to the SPV: Respondents may indicate the scope of work it is willing to take up and relevant credentials for the same.

Proposal with maximum contribution in terms of investment in equity and debt proposed to be provided for the SPV would be selected.

7. Performance Bank Guarantee

The respondent is expected to submit PBG to the extent of its share of SPV.

8. Process of response submission:

8.1. Response to EOI

The response to EOI should be submitted on or before 15:00 hours on 10.08.2021 through “ONLINE” mode on e-Tender portal <https://railtel.enivida.com>, which will be opened on 10.08.2021 at 15:30 hours in front of representatives of respondents.

Separate responses for each package shall be submitted online and the response should also include detailed compliance/ non-compliance of requirements listed in EOI.

In this case, the registration fee paid for e-Nivida portal is valid for one year from the date of payment and will be valid for all the online responses that the respondent may participate during the year. However, EOI processing fee is to be paid separately for each of the online response.

8.2 e-Tendering Portal

e-Tendering is a new methodology for conducting Public Procurement in a transparent and secured manner. Now, the Government of India has made e-tendering mandatory. Suppliers/ Vendors will be the biggest beneficiaries of this new system of procurement. For conducting electronic tendering, RailTel has decided to use the portal <https://railtel.enivida.com>.

8.3. Online Response Methodology

Online Response System - ‘Single Stage’: In this, respondent has to submit the response through “ONLINE” mode. If the respondent is applying for more than one zone, then respondent need to submit separate online response for each zone.

8.4. e-Nivida Helpdesk

Please visit Helpdesk section on e-Nivida Portal.

9. Documents to be submitted against the EOI (Online)

Respondent has to submit following digitally signed documents “ONLINE” on RailTel e-Nivada Portal:

- a) All documents as mentioned in clause 6 and Annexure 1 of this EoI need to be submitted in the response.
- b) Undertaking of validity of responses on respondent’s letter head.
- c) Undertaking of preference for the package on respondent’s letter head, if respondent is applying for more than one package.

10. Response to EoI Guidelines

10.1. Language of Proposals

The proposal, all correspondence and documents shall be written in English Language. The documents in other than the mentioned language shall not be preferred while evaluation of offers.

10.2. RailTel’s Right to accept or reject responses

RailTel reserves the right to accept or reject any response and annul the response process or even reject all responses at any time prior to selecting the business partner, without thereby incurring any liability to the affected Respondent or Business Partner or without any obligation to inform the affected Respondent or Respondents about the grounds for RailTel’s action

10.3. EoI Response Document

The Respondent is expected to examine all instructions, forms, terms and conditions and technical specifications mentioned in the EOI mentioned in clause no.4 above.

10.4. Validity of Offers

The offers received shall be valid for 60 days from the date of opening of offers. A letter on Respondent’s letterhead, signed by the authorized signatory shall be submitted in format as enclosed in this EoI.

10.5. Last date and Time of submission of EoI Response

EoI response shall be submitted to RailTel on or before the last date as mentioned in the schedule of events (as per clause 2).

11. Contact Information

Eligible Business Partners are required to direct all communications related to this Invitation for EOI document, through the following Nominated Point of Contact persons:

Level:1 Contact:

Mr. Rajat Singh
Designation: Senior Manager (Marketing)
Email: rajat.singh@railtelindia.com
Contact: +91-9717644180

Level:2 Contact:

Mr. P. Vikrant Kumar
Designation: DGM Marketing
Email: vikrantk@railtelindia.com
Contact: +91-9003144205

Level:3 Contact:

Mr. K. Manohar Raja
Designation: Executive Director (Enterprise Business)
Email: kmr@railtelindia.com

12. Disclaimer

The information contained in this Request for Proposal document (the “EOI”) or subsequently provided to Respondent(s), whether verbally or in documentary or any other form, by or on behalf of the RailTel or any of its employees or advisors, is provided to Respondent(s) on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided. This EOI is not an agreement and is neither an offer nor invitation by the RailTel to the prospective Respondents or any other person. The purpose of this EOI is to provide interested parties with information that may be useful to them in making their qualification and financial offers (Responses) pursuant to this EOI. This EOI includes statements, which reflect various assumptions and assessments arrived at by RailTel in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Respondent may require. This EOI may not be appropriate for all persons, and it is not possible for the RailTel, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this EOI. The assumptions, assessments, statements and information contained in this EOI may not be complete, accurate, adequate or correct. Each Respondent should therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources. Information provided in this EOI to the Respondent(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The RailTel accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein. The RailTel, its

employees and advisors make no representation or warranty and shall have no liability to any person, including any Applicant(s) or Respondent, under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in any way for participation in this EOI. The RailTel, its employees or advisors also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Respondent upon the statements contained in this EOI. The RailTel may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.

The issue of this EOI does not imply that the RailTel is bound to select the Respondent or Concessionaire, as the case may be, for the Project and the RailTel reserves the right to reject all or any of the Responses without assigning any reasons whatsoever. The Respondent shall bear all its costs Partners with or relating to the preparation and submission of its Response including but not limited to preparation, copying, postage, delivery fees, expenses Partners with any demonstrations or presentations which may be required by the RailTel or any other costs incurred in connection with or relating to its Response. All such costs and expenses will remain with the Respondent and the RailTel shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Respondent in preparation or submission of the Response, regardless of the conduct or outcome of the process.

<On Company Letter Head>

Annexure I: Undertaking for not Being Blacklisted/Debarred

To,

RailTel Corporation of India Ltd
Plate-A, 6th Floor, Office Tower-2,
NBCC Building, East Kidwai Nagar, New Delhi-110023

Subject: **Undertaking for not Being Blacklisted/Debarred**

We, Company Name, having its registered office at Address

hereby declares that that the Company has not been blacklisted/debarred by any

Governmental/ Non-Governmental organization in India for past 3 Years as on bid submission date.

Date and Place

Authorized Signatory's Signature:

Authorized Signatory's Name and Designation:

Bidder's Company Seal: