

RAILTEL CORPORATION OF INDIA LIMITED
(A "NAVRATNA" Govt. of India Undertaking)

**Expression of Interest for Selection of Partner
from Empaneled Business Associate for EXCLUSIVE PRE-BID TEAMING
ARRANGEMENT**

For

**Selection of Managed Service Provider for Supply, Operations and Management of ZTNA
Solution/Licenses.**

EOI No: RailTel/EOI/COMKTG/NIC/ZTNA/2025-26/10 dated 28th January 2026

EOI NOTICE

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

110023

EOI No: RailTel/EOI/COMKTG/NIC/ZTNA/2025-26/10 dated 28th January 2026

RailTel Corporation of India Ltd., (here after referred to as “RailTel”) invites EOIs from RailTel's Empaneled Partners for the selection of suitable partner as Exclusive pre bid teaming arrangement for **“Supply, Operations and Management of ZTNA Solution/Licenses.”**

The details are as under:-

1	Last date for submission of Technical Packet against EOIs by bidders	06 th February 2026 at 16:00 Hours
2	Opening of Technical Bid of EOIs	06 th February 2026 at 16:30 Hours
3	Bid Validity Period	210 days (180+30 days) from date of submission of Bid to end customer by the RailTel
4	EOI fees inclusive tax (Non-refundable)	Rs. 5,900/- (Five Thousand Nine Hundred only)
5	Token EOI EMD	Rs. 5,00,000/- (Five Lakh Rupees Only) to be submitted along with EOI (To be submitted via online bank transfer only). RailTel Bank Details: Union Bank of India, Account No. 340601010050446, IFSC Code – UBIN0534064. Partner needs to share the online payment transfer details like UTR No. date and Bank along with the proposal.
6	Balance EMD (To be submitted by the shortlisted Business Associate to be intimated later)	Balance EMD for Rs. 95,00,000/- (Ninety Five Lakhs Rupees Only) To be submitted by shortlisted Business Associate, in the form of BG or online transfer before RailTel submits its bid to the end customer. i) In Case of Balance EMD is submitted in the form of Bank Guarantee: (SFMS report guidelines: - BG advising message – IFN 760COV/ IFN 767COV via SFMS • To mandatory send the Cover message at the time of BG issuance. • IFSC Code of ICICI Bank to be used (ICIC00000007). • Mention the unique reference (RAILTEL6103) in field 7037.)

		ii) In case Balance EMD is submitted through Online Transfer, the same may be transferred in the following Bank Account. RailTel Bank Details: Union Bank of India, Account No. 340601010050446, IFSC Code – UBIN0534064. Partner needs to share the online payment transfer details like UTR No. date and Bank along with the proposal. iii) Insurance Surety Bond (Refer Annexure-7) Note: The validity: BG/Surety Bond validity period (210 days) + 2 months and claim period of 1 year from BG expiry period.
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Eligible Business Associates are required to direct all communications related to this Invitation for EOI document, through the following Nominated Point of Contact persons:

Contact: Shashidhar Uppal
Designation: GM/EB/CO
Email: 3pprox_uppal@railtelindia.com

Contact: Rahul Agarwal
Designation: GM/Finance/CO
Email: carahul@railtelindia.com

Contact: Himanshu Kumar
Designation: GM/CNOC
Email: himanshu@railtelindia.com

Note: -

1. Empaneled partners are required to submit a soft copy of the technical packet through an e-mail at eoiebc3@railtelindia.com, duly signed by Authorised Signatories with the Company seal and stamp.
2. The EOI response is invited from eligible **Empanelled Partners of RailTel only**.
3. All the documents must be submitted with **proper indexing** and **page no**.

4. This is an **exclusive pre-bid partnership arrangement with an empaneled business associate of RailTel for participating in the end customer RFP**. The selected partner's authorized signatory has to give an undertaking they will not submit directly or indirectly their bids and techno-commercial solution/association with any other organization once selected in this EOI for pre-bid teaming arrangement (before and after submission of bid to the end customer organization by RailTel). This undertaking has to be given with this EOI Response.
5. **Transfer and Sub-letting**. The Business Associate has no right to give, bargain, sell, assign, or sublet or otherwise dispose of the Contract or any part thereof, as well as to give or to let a third party take benefit or advantage of the present Contract or any part thereof.