



रेलटेल
RAILTEL

A Navratna CPSE
Govt of India

**RAILTEL CORPORATION OF INDIA LTD.
(A Navratna CPSE)**

Southern Region Office

6A, 6th Floor, Gumidelli Towers, Begumpet Airport Road,
Prakash Nagar Metro Station,
Begumpet, Hyderabad – 500016

Corporate Office

Plate-A, 6th Floor, Office Tower2,
NBCC Building, East Kidwai Nagar, New Delhi-110023

www.railtel.in

Invitation for Expression of Interest

For

“Selection of Backend Partner for Supply, Installation, Testing and Configuration of Software Defined -Wide Area Network (SD-WAN) devices along with necessary Hardware, Bandwidth Licenses, IPS & IDS security, necessary LAN Switches,3KVA UPS equipment's and Wall Rack with 5 Years warranty & Support”

EOI No: RailTel/SR/SC/Mktg/2025-26/EOI/056 Dt.22/01/2026

EOI NOTICE

RailTel Corporation of India Ltd.
6A, 6th Floor, Gumidelli Towers, Begumpet Airport Road,
Prakash Nagar Metro Station,
Begumpet, Hyderabad – 500016

EXPRESSION OF INTEREST

EOI No: RailTel/SR/SC/Mktg/2025-26/EOI/056 Dt.22/01/2026

RailTel Corporation of India Ltd., (hereafter referred to as RailTel) invites responses from RailTel's empanelled Business Associates for exclusive ARRANGEMENT for Engagement for **“Selection of Backend Partner for Supply, Installation, Testing and Configuration of Software Defined -Wide Area Network (SD-WAN) devices along with necessary Hardware, Bandwidth Licenses, IPS & IDS security, necessary LAN Switches, 3KVA UPS equipment's and Wall Rack with 5 Years warranty & Support”**.

The details are as under:

1	Date of EOI Floating	22-01-2026
2	Last date for submission of Bids against EOI	28-01-2026 15:00 Hours
3	Opening of Bids received against EOI	28-01-2026 15:15 Hours
4	Number of packets	Single Stage (Single Packet System)
5	EOI document cost inclusive tax (non-refundable)	Nil
6	Estimated Value of EOI	Rs. 25,01,87,293/- (incl GST)
7	Portal for Submission of bids	https://railtel.enivida.com
8	EOI EMD	Total EMD amount of Rs.59,72,875/- to be submitted in form of BG or Payment through NEFT/RTGS along with the EOI through eNivida portal. In case of EMD in the form of BG, a separate confirmation advise should be sent through SFMS at SFMS IFN760COV Bank Details: RailTel Corporation of India Limited Account No: 327301010373007, IFSC Code: UBIN0805050, Bank Name: Union Bank of India, Branch address: Union Bank of India, RP Road Branch, Bungalow no 109, New No 1-7-252 to 254 Oxford Street, SD Road, Near Park Lane Center Secunderabad - 500003.
9	Security Deposit	5% on order value to be submitted within one week from the date of issue of LOA
10	Performance Bank Guarantee	5% on order value to be submitted within 15 days from the date of issue of LOA

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

Partner needs to share copy in case of EMD in form of BG & in case of online payment partner to share transfer details like UTR No. date and Bank along with the proposal.

Eligible 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: Ms. Syamala Molli Position: AGM/Tech /Mktg/SR
Email: syamala@railtelindia.com Contact: +91- 9949473550

Level:2 Contact: Sh. P.Vikrant Kumar, Position: JGM/Mktg/SR
Email: vikrantk@railtelindia.com Contact: +91 9003144205

SPECIAL CONDITIONS OF EOI

1. The EOI response is invited from RailTel's Empanelled Partners only.
2. Responsibility of getting valid Letter of Empanelment from RailTel will be responsibility of Partner before finalization of this EoI. LoA / PO / Work Order will only be issued on submission of valid letter of empanelment from RailTel.
3. Partners are required to submit soft copy of response through Online on RailTel's e-nivida portal at <https://railtel.enivida.com> duly signed by Authorized Signatories with Company seal and stamp.
4. All the documents must be submitted with proper indexing and page no.
5. If, the interested partner is OEM/Distributor of OEM/Direct Partner of OEM, it should submit the supporting document for the same.
6. Consortium Not Allowed.
7. The Partner/consortium 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.
8. Along with the T&C of this EOI, Partner has to agree to comply with all scope of work and terms and conditions including special terms and conditions, SLA and OEM technical & Financial documentation including technical certificates/others as per end-to-end requirement mentioned in the end customer's RFP & its corrigendum (if any) mentioned below:

Tender Ref. No.	CGM/PROJ/APCPDCL/VJA/NIT-05/2025-26.Dt.13.11.2025
Date of floating	13.11.2025
Floated on portal	www.tender.apecurement.gov.in

9. Bidder has to submit MAF from the OEMs.
10. The selected bidder has to insure the entire project on his/her own cost. The insurance certificate in favour of RailTel Corporation of India Limited (The payment to partner is subject to submission of policy document).
11. In case of cancellation of workorder from customer or part closer or short closer the payment to partner shall be restricted to the amount received from the end customer.
12. **Anything not mentioned in the EOI, Customer RFP and its corrigenda (if any) and addenda (if any) may be referred & considered as part of this EoI.**
13. Affidavit as per Annexure 4 and Power of Attorney should be submitted in original and hard copy with RailTel within 5 working days from the submission date of this EOI.