

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

Expression of Interest for Selection of Partner from Empaneled Business Associates

For

**“Empanelment of Cloud Service Provider’s(CSP) Authorized partner for Provisioning of
Cloud Services for end customer requirements”**

EOI No: RailTel/EOICOMKTG/EB/Cloud/2025-26/10 dated 1st Oct 2025

EOI NOTICE

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

Notice No: RailTel/EOICOMKTG/EB/Cloud/2025-26/10 dated 1st Oct 2025

RailTel Corporation of India Ltd., (here after referred to as “RailTel”) invites proposal from RailTel’s Empaneled Partners for the selection of suitable implementation partner as exclusive pre bid arrangement for participation in RFE floated by end customer for “Empanelment of Cloud Service Provider’s(CSP) Authorized partner for Provisioning of Cloud Services for end customer requirements”.

The details are as under:

1	Last date for submission of Technical Packet against EOIs by bidders	3 rd Oct 2025 at 12:00 hrs
2	Opening of Technical Bid of EOIs	3 rd Oct 2025 at 12:30 hrs
3	Number of copies to be submitted for scope of work	One
4	EOI fees inclusive tax (Non-refundable)	Rs. 5,900/- (Five Thousand Nine hundred only)
5	Token EOI EMD	Rs. 5,00,000/- (Five Lakhs 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. b) Balance EOI EMD amounting Rs. 45,00,000/- (Rs. Forty Five Lakh only) to be submitted by bidder in the form of BG/online transfer/Insurance Surety Bond on or before bid submission to end customer i.e. 3rd Oct 2025, 15:00 Hrs For Bank Guarantee as EMD: BG as EMD validity: Bid validity period (180 days) + 3 months and claim period of 1 year from BG expiry period. (SFMS report guidelines: - BG advising message – IFN 760COV/ IFN 767COV via SFMS • To mandatorily send the Cover message at the time of BG issuance. • IFSC Code of ICICI Bank to be used (ICIC0000007). • Mention the unique reference (RAILTEL6103) in field 7037.)

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

Level:1 Contact:Vrishad Shahade
Designation: Asst.GM/Mktg
Email: vrishad.shahade@[railtelindia.com](mailto:vrishad.shahade@railtelindia.com)

Level:2 Contact: Anish Singh Gusain
Designation: DGM/EB
Email : anishgusain@[railtelindia.com](mailto:anishgusain@railtelindia.com)

Level:4 Contact: Hemant Yadav
Designation: Jt. GM/Govt. Business
Email : hemant Yadav@[railtelindia.com](mailto:hemant Yadav@railtelindia.com)

Note:

1. Empaneled partners must to submit a soft copy of the technical packet through an e-mail at duly signed by Authorized Signatories with Company seal and stamp.
2. The EOI response is invited from eligible Empaneled 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.
6. Relevant technical and commercial specification of RFP documents of end user Organization can be **shared** to the authorized person of Business Associate on submission of proof of Document fees for end customer.