

RailTel Corporation of India Ltd

(A Navratna PSU under Ministry of Railways)

NOTICE INVITING EXPRESSION OF INTEREST (EOI)

EOI No.: RCIL/NR/RO/EOI/MKTG/TNDR/CoR/2025-26 dated 24-03-2026

Expression of Interest (EOI) for RailTel empaneled Business Associates for exclusive Pre Teaming Arrangement for Secure Internet Connectivity for Customer of RailTel locations across India.



Issued by:

RailTel Corporation of India Ltd
(A Navratna PSU under Ministry of Railways) Northern Region

RailTel Corporation of India Limited, Northern Region,
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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 to bid 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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EOI NOTICE

RailTel Corporation of India Limited, Northern Region, 6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi-110053

EOI Notice No: RCIL/NR/RO/EOI/MKTG/TNDR/CoR/2025-26 dated 24-03-2026

RailTel Corporation of India Ltd., (here after referred to as “RailTel”) invites Expression of Interest (EOI) for RailTel empaneled Business Associates for exclusive Pre-Bid Teaming Arrangement for Secure Internet Connectivity for Customer of RailTel locations across India.

Details are as under:

SCHEDULE OF EVENTS

1	Date of EOI Floating	24-03-2026
2	Last date for submission of Bids against EOI	27-03-2026 at 17:00 Hours
3	Opening of Bids received against EOI	27-03-2026 at 17:30 Hours
4	Mode of Bid Submission	Single Stage (Two Packet System)
5	EOI processing fee inclusive tax (non-refundable)	As per E-nivida portal fees
6	Bid Validity Period	210 Days from the Last Date of Bid Submission
7	EMD for Pre-Bid Arrangement	Rs.7,98,500/- (Seven Lacs Ninety-Eight Thousand Five Hundred Rupees only) through Bank Guarantee/ NEFT/ RTGS: EMD deposited shall not bear any interest.
8	Bid Submission Mode	Online on https://railtel.enivida.com

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

While participating in EOI the bidder needs to submit EMD amount of 7,98,500/- (Rs. Seven Lacs Ninety-Eight Thousand Five Hundred Rupees only) along with the EOI. **EMD can be paid in the form of a Bank Guarantee / Online Bank Transfer/ Fixed Deposit. Proof of EMD submission shall be enclosed with the technical bid.**

Bank Guarantee has to be mandatorily confirmed with SFMS confirmation from the issuing bank in favor of RailTel. In case of Fixed Deposit, lien in favor of RailTel is to be ensured. In case of online payment, the bidder needs to share the online payment transfer details like UTR No. date and Bank along with the proposal. **The validity of EMD must be maintained till the finalization of end customer RFP / tender i.e. award of order and till submission of performance guarantee of requisite value required by end customer on back-to-back basis. EMD if paid in form of BG then it needs to be valid till the 30 days beyond the finalization of end customer RFP / tender.**

RailTel Bank Details for Submission of EMD Online:

- Bank Name: Union Bank of India
- Branch Name: Connaught Place, New Delhi Branch
- Account Number: 307801010917906
- IFSC Code: UBIN0530786
- MICR Code: 110026006

RailTel Bank Details for Submission of EMD in form of bank Guarantee:

RailTel SFMS details –

- BG advising message – IFN 760COV/ IFN 767COV via SFMS.
- IFSC Code of ICICI Bank to be used (ICIC0000007). 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:

Contact Details for this EOI:

1: **Sh. Akash Barha, AGM/Mktg/RO/NR.**

Email: akash@railtelindia.com Contact: +91-9717644170

2: **Sh. Kumar Rahul Joshi, GM/O&M/RO/NR.**

Email: rahul@railtelindia.com Contact: +91-9717644200

//* CoR stands for Customer of RailTel

Note:

- I. The EOI response is invited from eligible Empaneled Partners of RailTel only.
- II. All the documents must be submitted with proper indexing and page number.
- III. This is an exclusive pre-RFP partnership arrangement with empaneled business associate of RailTel for participating in the end customer RFP. 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 prospective customer Organization by RailTel). **This undertaking has to be given with this EOI Response, Non-Compliance of this will result in blacklisting of bidder.**
- IV. Transfer and Sub-letting: The Business Associate has no right to give, bargain, sell, assign or sublet or otherwise dispose-off 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.
- V. Bidder must agree to comply with all OEM technical & financial documentation including **MAF, Make & Model** of each component offered in Proposed Solution / Technical certificates/others as per end-to-end requirement mentioned in the end customer's RFP.
- VI. **Bidder also undertakes to submit MAF of major items of the proposed solution and other documents required in the end Customer Organization's tender in favour of RailTel against the proposed products.** The selected BA has to provide MAF from the OEM in the name of RailTel for bidding in the concerned tender of CoR, if their proposed solution is quoted to the customer.

- VII. The selected bidder will have to accept all Terms & Conditions of CoR RFP on back-to-back basis.
- VIII. Any corrigendum(s) issued by CoR against pertinent tender/RFP shall be the part and scope of this EOI document on back-to-back basis.
- IX. Only, the eligibility clause/criteria and marks scoring criteria for SI/BA (Prospective BA/SI) as mentioned in CoR's RFP is not applicable on the bidder/BA applying against this EOI. Rest all Terms & Conditions of RFP floated for pertinent tender will be complied by SI/BA/bidders.
- X. However, OEM considered by SI for this project have to mandatorily comply all the eligibility & technical criteria/compliance on back-to-back basis in line with COR RFP and corrigendum(s) issued thereof.
- XI. Please refer to the CoR RFP Payment terms as this will remain applicable on back-to-back basis on successful bidders.
- XII. Bidder may check the price/commercial bid as per BOQ and match the same with FORMATS FOR SUBMISSION OF THE COMMERCIAL BID of CoR's RFP and if found any discrepancy, may be brought in the notice of RailTel immediately and may modify their financial bid format as per CoR RFP financial bid document.
- XIII. All terms and conditions including SLA/Payment/Penalties will be applicable back-to-back to the bidder.
- XIV. No advance payment is applicable in the EOI and payment will be released on receipt from the COR.
- XV. Bidders are also required to provide the following documents as per CoR's requirement duly addressing RailTel.

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 fiber network on exclusive Right of Way (ROW) along Railway track. The OFC network presently reaches 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 fiber 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 "Navratna (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 submit the final proposal for Secure Internet Connectivity for Customer of RailTel locations across India to customer of RailTel (hereafter referred to as 'CoR') and accordingly seeks to select a suitable partner for pre-bid arrangement on **back-to-back basis**.

Bidder must agree to comply with all OEMs technical & financial documentation including MAF, Technical certificates/others as per end-to-end requirement mentioned in the end customer's

RFP. Bidder also undertake to submit MAF of CoR RFP BOQ/BOM items of the proposed solution and other documents required in the end Customer Organization tender in favour of RailTel against the proposed products. The selected BA has to provide MAF from the OEMs in the name of RailTel for bidding in the concerned tender of CoR, if their proposed solution is quoted to the customer.

System Integrator (SI) shall quote for only single OEM/ make and model for each item description. The make and model shall be clearly mentioned in the proposal. Series of make and model will not be accepted, and bid shall be summarily rejected.

3. Scope of Work and Partner Selection

The scope of work is Secure Internet Connectivity for various COR Locations across India on OPEX Model. The prospective bidder / partner is supposed to read all the T&C in detail before submission of this EOI response to RailTel.

- Deployment of SIM-based Internet connectivity solution edge devices at COR locations.
- Integration with centralized orchestrator and monitoring platform hosted in the DC.
- Configuration of routing policies, security features, and firewall rules.
- SIM procurement, provisioning, and plan management.
- Training and handholding for COR's IT teams during implementation and transition.

"Bidders shall quote only those products (Part of Service delivery) in the bid which are not obsolete in the market and has at least 5 years residual market life i.e. the offered product shall not be declared end-of-life by the OEM before this period."

Special Note:

1. Internet connectivity at Central Location of COR shall be provided by RailTel.
2. *RailTel may retain some portion of the work mentioned in the end organization RFP, where RailTel has competence so that overall proposal becomes most winnable proposal.*
- 3.1 Purpose of EOI: The intent of this RFP is to invite proposals from the prospective bidders for work/ services to be catered as stated in end customer RFP with all the amendment/ Corrigendum/ Clarifications issued till date of bidding by RailTel.
- 3.2 The present proposal seeks the turnkey solution for carrying out CoR needs. It is proposed to provide and maintain services with as mentioned in RFP floated by CoR.
- 3.3 Solution providers need to offer solution with no single point of failure in hardware and without any downtime in operations of CoR. SLA shall be applied as per CoR's tender document and corrigendum released, if any on back-to-back basis.

- 3.4 Bidders may submit their response in form of duly signed and stamped and submit techno-commercial bid at the E-nivida portal through online mode, within the stipulated date and time, as mentioned in this EOI document.
- 3.5 Interested partners may note that this is a Single Stage & Two Packet Bid.
- 3.6 Only those bids shall be opened, which have been submitted within the stipulated time as mentioned in this EOI document.
- 3.7 Stage-I: **Technical Bid contains following**

i. **Eligibility Criteria -Mandatory.**

S. No.	Type	Description	Document Required
1	Existence/ Origin	The company must be registered in India.	Certificate of Incorporation
2	General	The company must have: I. A valid PAN card. II. Been registered with GST.	I. Copy of PAN Card. II. Copy of GST registration certificate.
3	Turnover	The bidder must have cumulative turnover of at least i.e Rs. 11.97 Cr. in the last three financial years i.e (FY 22-23, FY23-24 and FY24-25) ending 31 st March 2025 and up to the date of inviting of EOI.	Audited Balance Sheet and CA certificate.
4	Net Worth	The bidder must have positive net worth in last 3 FY i.e (FY 22-23, FY23-24 and FY24-25) ending 31 st March 2025.	Audited Balance Sheet and CA certificate.
5	Experience	The bidder must have executed similar work in last 3 years, ending last day of month previous to the one in which EOI is invited. - One similar work of at least Rs.2,79,43,514/- OR - Two similar works of at least Rs.1,59,67,722/- each. OR - Three similar works of at least Rs.1,19,75,792/-each. Definition of similar work: Similar work means SITC of NGFW / Edge Gateway for secure connectivity at minimum 50 locations for Central Armed Police Forces (CAPF) under Ministry of Home Affairs. The forces include BSF, CRPF, CISF, ITBP, SSB, NSG, and Assam Rifles. Source of definition of CAPF defined as per the Government of India released a circular (in 2011) adopting a uniform nomenclature to change the name of the forces to Central Armed Police Forces (CAPF) under the Ministry of Home Affairs.	Copy of Purchase/ Work Order and completion/ satisfactory performance certificate issued by client or in case of PO received from GeM, Consignee Receipt and Acceptance Certificate (CRAC) copy of GeM. The bidder must provide details of personnel for verification purpose at PO/ certificate issuing organization clearly mentioning name of client, designation, contact number and mail ID on bidder's letter head. For ongoing works / substantially completed works: - Ongoing works/ substantially completed works will be considered for value of executed work (minimum 70% work executed of total work value) as certified by PO issuing authority / customer, mentioning completed value on the certificate along with satisfactory performance certificate for work substantially completed so far.
6	Empanelment	Bidder must be empaneled with RailTel as business associate.	Copy of Empanelment letter and Empanelment PBG submitted, if any. Confirmation of renewal of empanelment also to be attached if any.
7	Technical Compliance of the Scope of Work	The Technical Compliance of the Scope of Work must be submitted. However, format may be modified by bidder as per their choice, but item	Bidder has to submit the technical compliance of the scope of work

S. No.	Type	Description	Document Required
		must be marked with OEM Name, MAF provided or not and Data Sheet attached	
8	Make and Model	Technical Compliance sheet with make and model	Bidder has to provide the Make and Model for the proposed solution, bid shall be Summarily rejected.
9	Unconditional Acceptance of scope of work.	Undertaking on letterhead duly signed and stamped by authorized signatory for unconditional Acceptance of the Scope of work and any Other/General Document of CoR Tender RFP along with all the corrigendum and addendum.	Bidder has to submit Undertaking on letterhead duly signed and stamped by authorised signatory for unconditional Acceptance of the Scope of work and any Other/General Document of CoR Tender RFP along with all the corrigendum and addendum.
10	Unconditional acceptance of EOI terms	EOI's unconditional acceptance on company's letter head	Bidder has to submit EOI's unconditional acceptance on company's letter head
11	Annexure – 01	EOI COVER LETTER	Bidder has to submit the EOI Cover letter
12	Annexure – 02	Local Content Compliance	Bidder has to submit the Local Content Compliance
13	Annexure – 03	CHECKLIST OF DOCUMENTS FOR BID SUBMISSION	Bidder has to checklist of document submitted along with the bid
14	Annexure – 04	Commercial Bid	Un price Bid sheet to be provided along with the technical bid
15	Annexure – 05	PROFORMA FOR PERFORMANCE BANK GUARANTEE	Bidder has to submit undertaking to accept.
16	Annexure-06	Non-Disclosure Agreement	Bidder has to submit the signed copy of NDA along with bid.
17	Annexure – 07	Technical Compliance	Bidder has to submit the technical compliance of the scope of work.
18	Annexure-08	Pre Teaming Arrangement	Bidder has to submit the signed copy of NDA along with bid.
19	Annexure 09	EMD BANK GUARANTEE FORMAT	Bidder has to submit the EMD payment in the format attached if EMD payment is made through BG.
20	Annexure 10	Power of Attorney: The bid should be duly signed and submitted by Authorized Signatory. The bidder has to submit notarized non-judicial stamp paper of appropriate value Power of Attorney having authorized signatory's nomination along with board resolution in favor of power of attorney.	Bidder has to submit the Power of Attorney along with Board Resolution for the authorized person.
21	Annexure 11	AFFIDAVIT form	Bidder has to submit a notarized affidavit as per the format enclosed along with the bid. If bidder has not submitted the Annexur-11, bid shall be Summarily rejected .
22	Annexure 12	Non-Blacklisting & Arbitration Case	Bidder has to submit and undertaking on letterhead duly signed and stamped by authorized signatory
23	Annexure 13	Land Border sharing 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, including revisions.	Bidder has to submit undertaking.
24	Annexure 14	Manufacturer's Authorization Form	Bidder has to submit the Manufacturer's Authorization Form (MAF)
25	EMD payment	EMD payment	Bidder has to submit proof of EMD payment

- ii. Technical Compliance of the Scope of Work. However, format may be modified by bidder as per their choice, but item must be marked with OEM Name, MAF provided or not and Data Sheet attached.
 - iii. The Technical Compliance sheet with make and model.
 - iv. BOM without Price quote (Not Applicable).
 - v. Compliance of OEM with their MAF's with Make and Model (if required in CoR tender) and all mandatory documents asked by CoR from OEM.
 - vi. **Undertaking on letterhead duly signed and stamped by authorized signatory** for unconditional Acceptance of the Tender document of CoR and any Other/General Document of CoR Tender RFP along with all the corrigendum and addendum. During Technical Evaluation if found that bidder is not complying with the technical requirement(s) as per CoR tender document and corrigendum's, then the bid will be technically disqualified.
 - vii. This EOI's unconditional acceptance on company's letter head.
 - viii. **The Bidder should not be backlisted by any State / Central Government Ministry / Department / Corporation / Autonomous Body on the last date of submission of EOI. This should be provided on a letterhead duly signed and stamped by authorized signatory.**
 - ix. All Annexure filled as per formats given in this EOI.
 - x. Undertaking for no deviation to Delivery Period as per duration specified in End Customer's RFP.
 - xi. The bid should be duly signed and submitted by Authorized Signatory. The bidder has to submit Power of Attorney having authorized signatory's nomination on notarized non-judicial stamp paper of appropriate value along with board resolution in favour of power of attorney.
 - xii. **The bidder has to mandatorily submit notarized affidavit Annexure-11, if applicable on non-judicial stamp paper of Rs. 100, if notarized affidavit is not submitted then bid shall be summarily rejected.**
- 3.8 The prospective bidder's bid evaluation will be done based on above mentioned documents. Bids of those Bidders **shall be summarily rejected** who submit Technical Documents without OEM authorization (i.e. MAF in the name of RailTel Corporation of India Ltd., Make & Model if required in CoR RFP, technical Compliance, and unconditional acceptance of the CoR hard Copies and this EOI.
- 3.9 Based on evaluation of outcome against 3.7, Whoever may qualify as per criteria mentioned under clause 3.7.i and further complying technical requirement with supporting documents of OEM MAF (if required in CoR RFP), datasheets (if required in CoR RFP), BOQ/BOM may be treated as Technically qualified partner for Stage-1.
- 3.10 Bidders selected as per Para 3.9 above will be treated as eligible for financial bid opening.
- 3.11 **Stage-II: Financial Bid:**
- i. The Annexure - 4 of EOI for financial quote.
- 3.12 For the opened bid as per outcome of Clause 3.10 above, the bidder will be selected on the lowest quote (L-1) basis for complete 'Scope of Work' as mentioned in the EOI document and Physical documents of technical specifications of CoR, subject to the respective overall bid is in compliance to the requirements of this EOI. The selected partner will be termed 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.

3.13 As of now, EOI response from interested partners is invited considering that the selected partner will be responsible for delivering of complete 'Scope of Work' as mentioned in the CoR's tender document and subsequent corrigendum. However, RailTel at its discretion, 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 (*The day at which 'CSP' is declared, will mark the start of engagement period. The period will be valid till final outcome of this tender is announced by CoR. In case, RailTel comes out to be winner of the CoR tender, then the engagement period will get auto-extended to the period RailTel serves CoR for the concerned tender, unless terminated earlier by RailTel as per terms and conditions mentioned in this EOI document*). 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) commercial bid of the CSP.

3.14 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) commercial bid of the CSP, will endeavor to place best techno-commercial bid in response to the pertinent CoR's tender. Further relationship with CSP will be based on the outcome pertinent CoR's tender.

4. Compliance Requirements and Eligibility Criteria for Interested Bidders

4.1 The interested bidder should be an Empaneled Partner with RailTel on the last date of bid submission of EOI & has to provide relevant documents to qualify as per Clause 3.10 of this EOI.

4.2 The interested bidder should submit Earnest Money Deposit (EMD) in the format as mentioned in this EOI document along with the bid.

4.3 The interested bidder 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, including revisions.

4.4 The interested bidder may submit an undertaking for maintaining of '**Local Content Compliance**' and shall submit a certificate mentioning the 'Local Content Percentage' duly signed and stamped by statutory auditor or cost auditor or authorized signatory of the interested partner. This will not be a binding clause in cases where end customer has not asked Local Content Clause/Make in India Clause in their Current RFP. Mandatory in case required in pertinent tender.

4.5 **The bidder has to mandatorily provide all Annexures of CoR's RFP in name of RailTel addressing the tender issuing authority and corrigendum(s) thereof, in the name of RailTel Corporation of India Limited addressing the tender issuing authority.**

4.6 The interested bidder should not be backlisted by any State / Central Government Ministry / Department / Corporation / Autonomous Body on the last date of submission of EOI. This should be provided on letter head duly signed and stamped by authorized signatory.

4.7 There should not be any ongoing or past, arbitration case(s) between 'RailTel or Organizations under Indian Railways' and 'Interested Bidder' on the last date of submission of EOI. This should be provided on letter head duly signed and stamped by authorized signatory.

4.8 The interested bidder shall not have a conflict of interest with one or more bidding parties. Participation of an interested bidder(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.
- 4.9 The interested bidder should not be seeking / extending / exploring similar arrangements / engagements with any other organization except RailTel, for the CoR tender.
- 4.10 The interested partner should have a valid Goods and Service Tax Identification Number (GSTIN), as on the last date of submission of EOI.
- 4.11 In addition to above clauses, bid of interested bidder should be in compliance to terms and conditions and technical requirements of the pertinent CoR tender as referred above.

Note: The interested bidder should submit duly signed and stamped EOI cover letter as per the format mentioned at Annexure-01 of this EOI document, as unconditional submission of meeting the clauses mentioned above, from Clause 4.1. to Clause 4.11.

5. Proposal Preparation and Submission Cost

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

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 bidders 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

- 7.1. Bid of Interested partners shall remain valid for the period of 210 days from the last date of submission of this EOI.
- 7.2. RailTel may request for an extension of the period of validity. The validity of the 'EMD', should also be suitably 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. Further, whenever the bid validity extension is submitted by the interested partner, it should be ensured by interested partner that their PBG related to the empanelment should have minimum validity of 90 days from the last date of extended bid validity period.

8. Right to Terminate the Process

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 bidder's participation in this process may result in RailTel selecting the CSP to engage in further discussions and negotiations toward execution of a contract and a contract agreement will be signed with the CSP if the work is awarded.** 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

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 Authorized Signatory of the interested partner.

10. Submission of Bid

10.1 The interested bidder 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 in the mode as mentioned in this EOI document. EOI response submitted in any other mode will not be entertained.

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

10.3 An Organization / Interested Bidder can submit only 'One EOI Response'. Submission of multiple EOI Response by interested bidder(s) may lead to rejection of all of its bid.

11. Rights to Accept / Reject any or all EOI Response

RailTel reserves the right to accept or reject any EOI Response, and to annul the bidding process and reject all Bids at any time prior to award of the Contract, without thereby incurring any liability to the affected interested bidder(s), 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 CoR's RFP. Bidder's/CSP's invoice shall become due upon receipt of payment by RailTel from CoR.

12.2 Payment will be released within 45 days from date of receiving the invoice for the work / services and after RailTel has received the payment from CoR for the same work / services. Any deduction / Penalties/Liquidation Damage (LD) levied by CoR on invoices of RailTel will be carried as it is back-to-back and will be deducted from CSP's invoices, subject to the cause to deduction / penalty is due to deviation in terms and conditions of service standards by the CSP.

12.3 Documents list required at the time of payment/invoice submission by selected bidder shall be: -

- 1) PO copy issued to selected vendor.
- 2) Payment Proof that the end customer has paid to RailTel for the period claimed by selected bidder/vendor against invoices raised by RailTel for such services.
- 3) Submission/Declaration of applicable BG amount against PO issued to selected bidder/vendor.
- 4) Original Invoice for the period claimed.
- 5) Copy of project Insurance copy.
- 6) Satisfactory certificate issued by CoR.

13. Performance Bank Guarantee (PBG)/ Performance Security

- 13.1 In case of successful participation by RailTel in the pertinent CoR's tender and subsequent engagements with CSP, The CSP shall at its own expense, deposit with department, within 21 days of the notification of award (done through issuance of the Purchase Order / Work Order etc.) and communicated through email, an unconditional and irrevocable Performance Bank Guarantee (PBG) from a Nationalized/ Commercial Scheduled Indian Bank as per the format enclosed in this EOI, payable on demand, for the due performance and fulfilment of the contract by the CSP. **This PBG will be for an amount of 5% of the total contract value.** The quantum of this 'percentage (%)' will be equal to the PBG % as asked by CoR from RailTel at any time. All charges whatsoever such as premium, commission, etc. with respect to the PBG shall be borne by the CSP. Besides, if the total BG amount comes upto ₹05 Lakhs, then same may be deposited through DD/RTGS/NEFT. Along with submission of PBG, CSP needs to submit PBG issuing bank's SFMS report. The SFMS report is also to be submitted in case of renewal / extension of PBG.
- 13.2 The PBG should have validity for a period of 3 month beyond all contractual obligations as per CoR tender terms and conditions.
- 13.3 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 whatsoever reason, RailTel would invoke the PBG at its discretion. 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.
- 13.4 RailTel shall also be entitled to make recoveries from the CSP'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.
- 13.5 If the service period gets extended by virtue of extension of same by CoR, PBG should also be extended accordingly.
- 13.6 During the contract period, RailTel may issue Purchase Order(s) for the additional services ordered by CoR (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.
- 13.7 In case the CoR has sought PBG of the contract in the terms of Indemnity Bond from RailTel, the selected bidder has to provide the equivalent value PBG from scheduled Bank to RailTel. No Indemnity Bond from Selected Bidder will be accepted in lieu of PBG from Scheduled Bank.
- 13.8 In case CoR has sought any other types of PBG in this contract at present or in future or else Integrity Pact PBG (presently or in future), same remain applicable on selected Bidder. The Said PBG will be issued by Selected Bidder from Scheduled Bank favoring RailTel Corporation of India Limited. No Indemnity Bond in lieu of such PBG will be accepted by RailTel.
- 13.9 **If the PBG is not submitted within the stipulated timeframe it shall attract a penal interest at the rate of 15% per annum.**

14. Details of Commercial Bid / Financial Bid

- 14.1 Interested partner should submit commercial bid as per format given in the EOI.
- 14.2 The commercial bid should clearly bring out the cost of the goods/ 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' may vary at the time of placing of Purchase Order or during the Contract Period, as communicated by CoR (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 CoR may surrender/ increase, 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 shall be considered, at sole discern of RailTel.
- 14.6 It is also possible that during the contract period, CoR may raise Purchase Order to RailTel for the line items (and respective quantities) which are not mentioned in the pertinent tender of CoR. In such scenario, RailTel at its sole discretion, may extend the scope of the contract with CSP by placing order to CoR, on back-to-back basis.
- 14.7 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 CoR's tender. MAF (Manufacturer's Authorization Form) in the name of RailTel from the OEMs, whose product is mentioned in commercial bid format, should also be ensured by the partner. The MAF format and required content should be in-line with CoR's tender, if specifically asked by CoR in a particular format.
- 14.8 As per COR tender, This EoI involves Reverse auction. Therefore, selected L1-bidder is required to comply this and RailTel will consult L-1 bidder during e-Reverse auction on GeM portal to quote winning price. For this, bidder has to attend RailTel office on receipt of communication in this regard.

15. Duration of the Contract Period

Initially the contract duration shall be one year or the contract duration shall be same as of CoR's contract duration with RailTel until otherwise terminated earlier. (Including warranty & support) plus as per the CoR document from Date of Commencement of award of PO, unless otherwise terminated earlier, as mentioned in this EOI document and subject to successful participation of RailTel in the pertinent CoR's tender/proposal. The contract duration can be renewed / extended/ additional PO may be issued by RailTel to CSP at its discern, in case CoR extends / renews services or take additional service with RailTel by virtue of extending / renewing / new issuance of one or more Purchase Order(s) placed by CoR to RailTel.

16. Restrictions on 'Transfer of Agreement'

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 or as per CoR tender condition whichever is earlier issued to the CSP, terminate/or suspend the contract / agreement under any of the following circumstances:

- i. The CSP failing to perform any obligation(s) under the contract / agreement.
- ii. The CSP failing to rectify, within the time prescribed, any defect as may be pointed out by RailTel.
- iii. Non adherence to Service Level Agreements (SLA) which RailTel has committed to CoR for the pertinent tender.
- iv. The CSP going into liquidation or ordered to be wound up by competent authority.
- v. 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 suitably modifying the conditions, as deemed fit under the circumstances.
- vi. 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.
- vii. 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 can 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 shall be appointed by the Chairman & Managing Director (CMD) of RailTel Corporation of India Ltd.

18.3 All arbitration proceedings shall be conducted in English.

19. Governing Laws

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 Labor (Abolition and Regulation) Act 1970, Factories Act, 1948, Minimum Wages Act and Regulations, Shop and Establishment Act and Labor 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

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

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

The CSP agrees to take project insurances to cover all the elements of the project under this EOI including but not limited to Manpower, Hardware, Software etc. as per CoR tender specified terms.

The Insurance cover should be effective from the date of commencement of project till the project is handed over to the customer. In case, RailTel is executing the project through Business Associates (BAs) or sub-contractors, the terms and conditions of EOI for selection of Business Associates (BAs) or sub-contractors should clearly mention that the responsibility of taking the Project insurance should be of Business Associates (BAs)/sub-contractors and RailTel shall be the beneficiary in the said policy.

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 obligations 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 CSP. 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 (if

asked by RailTel in writing):

- 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 (if any); any other data 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, during the exit management period also, if asked by RailTel in writing, the CSP shall 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.

Note: RailTel at its sole discern may not enforce any or all clauses / sub-clauses under the 'Exit Management' clause due to administrative convenience or any other reasons as deemed fit.

30. Waiver

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

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

32. Liquidation Damages (LD)

Liquidation Damages (LD) shall be governed by the end customer RFP / tender terms and shall be applicable on bidder as per actual on back-to-back basis. Any deduction in payment on grounds of LD shall be carried to bidder as per figures actually charged by end customer on back-to-back basis.

33. Variation Clause:

Variation in quantity will be governed as per the contract between RailTel and CoR.

34. Negotiation Clause:

RCIL reserves the right to negotiate with the successful BA/SI in order to make the proposal competitive and all conditions of COR are applicable on back-to-back basis.

EOI COVER LETTER
(On Organization Letter Head)

Eoi Ref No.: _____

Dated: XX-XX-XXXX

To,
General Manager (Mktg),
RailTel Corporation of India Limited, Northern Region,
6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi-110053

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. It is also undertaken and submitted that we are in abidance of Clause 4 (from Clause 4.1 to Clause 4.11) of EOI.
2. I agree to abide by this Proposal, consisting of this letter, our Pre-qualification, Technical and Commercial Proposals, for a period of 210 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 and supplement / additional documents submitted (if any), together with your written acceptance thereof in your notification of award shall constitute a binding contract between us.
6. I hereby undertake and unconditionally accept to comply with all the terms and conditions specified in this Expression of Interest (EOI), based on the customer's requirements.
7. I hereby undertake that there will be no deviation from the Terms and Conditions of the EOI and the end customer's requirements, and that all obligations will be adhered to on a back-to-back basis.

Signature of Authorized Signatory**Name:****Designation:**

Local Content Compliance

EoI Ref No.: _____

Date: XX-XX-XXXX

To,
General Manager (Mktg),
RailTel Corporation of India Limited, Northern Region,
6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi-110053

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' (mention whichever is applicable) 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 and for the submitted bid Local Content Percentage is _____ % (write in figures as well as in words).

I hereby acknowledge that in the event of acceptance of bid of M/s _____ 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 Authorized Signatory**Name:****Designation:**

CHECKLIST OF DOCUMENTS FOR BID SUBMISSION

S. No.	Type	Description	Document Required
1	Existence/ Origin	The company must be registered in India.	
2	General	The company must have: III. A valid PAN card. IV. Been registered with GST.	III.
3	Turnover	The bidder must have cumulative turnover of at least i.e Rs. 11.97 Cr. in the last three financial years i.e (FY 22-23, FY23-24 and FY24-25) ending 31 st March 2025 and up to the date of inviting of EOI.	
4	Net Worth	The bidder must have positive net worth in last 3 FY i.e (FY 22-23, FY23-24 and FY24-25) ending 31 st March 2025.	
5	Experience	The bidder must have executed similar work in last 3 years, ending last day of month previous to the one in which EOI is invited. 5. One similar work of at least Rs.2,79,43,514/- OR 6. Two similar works of at least Rs.1,59,67,722/- each. OR 7. Three similar works of at least Rs.1,19,75,792/-each. Definition of similar work: Similar work means SITC of NGFW / Edge Gateway for secure connectivity at minimum 50 locations for Central Armed Police Forces (CAPF) under Ministry of Home Affairs. The forces include BSF, CRPF, CISF, ITBP, SSB, NSG, and Assam Rifles. Source of definition of CAPF defined as per the Government of India released a circular (in 2011) adopting a uniform nomenclature to change the name of the forces to Central Armed Police Forces (CAPF) under the Ministry of Home Affairs.	
6	Empanelment	Bidder must be empaneled with RailTel as business associate.	
7	Technical Compliance of the Scope of Work	The Technical Compliance of the Scope of Work must be submitted. However, format may be modified by bidder as per their choice, but item must be marked with OEM Name, MAF provided or not and Data Sheet attached	
8	Make and Model	Technical Compliance sheet with make and model	
9	Unconditional Acceptance of scope of work.	Undertaking on letterhead duly signed and stamped by authorized signatory for unconditional Acceptance of the Scope of work and any Other/General Document of CoR Tender RFP along with all the corrigendum and addendum.	

S. No.	Type	Description	Document Required
10	Unconditional acceptance of EOI terms	EOI's unconditional acceptance on company's letter head	
11	Annexure – 01	EOI COVER LETTER	
12	Annexure – 02	Local Content Compliance	
13	Annexure – 03	CHECKLIST OF DOCUMENTS FOR BID SUBMISSION	
14	Annexure – 04	Commercial Bid	
15	Annexure – 05	PROFORMA FOR PERFORMANCE BANK GUARANTEE	
16	Annexure-06	Non-Disclosure Agreement	
17	Annexure – 07	Technical Compliance	
18	Annexure-08	Pre Teaming Arrangement	
19	Annexure 09	EMD BANK GUARANTEE FORMAT	
20	Annexure 10	Power of Attorney: The bid should be duly signed and submitted by Authorized Signatory. The bidder has to submit notarized non-judicial stamp paper of appropriate value Power of Attorney having authorized signatory's nomination along with board resolution in favor of power of attorney.	
21	Annexure 11	AFFIDAVIT form	
22	Annexure 12	Non-Blacklisting & Arbitration Case	
23	Annexure 13	Land Border sharing 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, including revisions.	
24	Annexure 14	Manufacturer's Authorization Form	
25	EMD payment	EMD payment	

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. The above checklist is indicative only. RailTel may ask for additional documents from the bidders, as per the requirement.

Signature of Authorised Signatory

Name:

Designation:

Commercial Bid
(On Organization Letter Head)
(TO BE UPLOADED AS BOQ SHEET)

EOI Ref No.: _____

Date: XX-XX-XXXX

To,
General Manager (Mktg),
RailTel Corporation of India Limited, Northern Region,
6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi-110053

EOI Ref. No.:-	RCIL/NR/RO/EOI/MKTG/TNDR/CoR/2025-26 dated 19-03-2026					
Name of the work:	Expression of Interest (EOI) for RailTel empanelled Business Associates for exclusive Pre-Teaming Arrangement for Secure Internet Connectivity for Customer of RailTel locations across India					
Name of the Bidder:-						
Particular	Monthly Cost/ Per Unit (Excluding Taxes)	No of Units	Total Monthly Cost (Excluding Taxes)	Yearly Cost (Excluding Taxes)	GST (18%) Amount	Yearly Cost (Including Taxes)
SIM-based Secure Edge Device having with Stateful Firewall, Intrusion Prevention and Detection System, Domain and Port Filtering, MAC-Based Binding and Filtering, Dual-Zone Wi-Fi features.		1724	0	0	0	0
Total Amount in Word						

#Note: This Annexure should be submitted as separate in Financial Bid section, NO price / cost details should be mentioned along with Technical Bid documents.

Signature of Authorized Signatory

Name:

Designation:

Place:

PROFORMA FOR PERFORMANCE BANK GUARANTEE
(On Stamp Paper of ₹ One Hundred)

To,
General Manager (Mktg),
RailTel Corporation of India Limited, Northern Region,
6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi-110053

EOI No :

1. In consideration of the RailTel Corporation of India Limited (CIN: L64202DL2000GOI107905), 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 an 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 of 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 2024 for (Name of Bank)

In the presence of Witnesses:

Signature With Date	Signature With Date
Name:	Name:
Designation:	Designation:

Encl: SFMS PBG Report

NON-DISCLOSURE AGREEMENT

(To be executed in presence of Public notary on non-judicial stamp paper of the value of Rs. 100/-. The stamp paper has to be in the name of the BA)

This Non-Disclosure Agreement (this "Agreement") is made and entered into on this _____ day of _____, 20XX (the "Effective Date") at _____.

By and between

RailTel Corporation of India Limited, (CIN: L64202DL2000GOI107905), a Public Sector Undertaking under Ministry of Railways, Govt. of India, having its registered and corporate office at Plate-A, 6th Floor, Office Block, Tower -2, East Kidwai Nagar, New Delhi-110023 & Northern Region office at 6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi - 110053, (hereinafter referred to as 'RailTel'), which expression shall unless repugnant to the context or meaning thereof, deem to mean and include its successors and its permitted assignees of the ONE PART,

And

(_____) (CIN: _____), a company duly incorporated under the provisions of Companies Act _____, having its registered office at _____, (hereinafter referred to as '_____'), which expression shall unless repugnant to the context or meaning thereof, deem to mean and include its successors and its permitted assignees of OTHER PART

RailTel and _____ shall be individually referred to as "Party" and jointly as "Parties"

WHEREAS, RailTel and _____, each possesses confidential and proprietary information related to its business activities, including, but not limited to, that information designated as confidential or proprietary under Section 2 of this Agreement, as well as technical and non- technical information, patents, copyrights, trade secrets, know-how, financial data, design details and specifications, engineering, business and marketing strategies and plans, forecasts or plans, pricing strategies, formulas, procurement requirements, vendor and customer lists, inventions, techniques, sketches, drawings, models, processes, apparatus, equipment, algorithms, software programs, software source documents, product designs and the like, and third party confidential information (collectively, the "Information");

WHEREAS, the Parties have initiated discussions regarding a possible business relationship for _____

WHEREAS, each Party accordingly desires to disclose certain Information (each Party, in such disclosing capacity, the "Disclosing Party") to the other Party (each Party, in such receiving capacity, the "Receiving Party") subject to the terms and conditions of this Agreement.

NOW THEREFORE, in consideration of the receipt of certain Information, and the mutual promises made in this Agreement, the Parties, intending to be legally bound, hereby agree as follows:

1. Permitted Use.

a) Receiving Party shall:

- i. hold all Information received from Disclosing Party in confidence;
- ii. use such Information for the purpose of evaluating the possibility of entering into a commercial arrangement between the Parties concerning such Information; and

iii. restrict disclosure of such Information to those of Receiving Party's officers, directors, employees, affiliates, advisors, agents and consultants (collectively, the "Representatives") who the Receiving Party, in its reasonable discretion, deems need to know such Information, and are bound by the terms and conditions of (1) this Agreement, or (2) an agreement with terms and conditions substantially similar to those set forth in this Agreement.

b) The restrictions on Receiving Party's use and disclosure of Information as set forth above shall not apply to any Information that Receiving Party can demonstrate:

- i. is wholly and independently developed by Receiving Party without the use of Information of Disclosing Party;
- ii. at the time of disclosure to Receiving Party, was either (A) in the public domain, or (B) known to Receiving Party;
- iii. is approved for release by written authorization of Disclosing Party; or
- iv. is disclosed in response to a valid order of a court or other governmental body in the India or any political subdivision thereof, but only to the extent of, and for the purposes set forth in, such order; provided, however, that Receiving Party shall first and immediately notify Disclosing Party in writing of the order and permit Disclosing Party to seek an appropriate protective order.

c) Both parties further agree to exercise the same degree of care that it exercises to protect its own Confidential Information of a like nature from unauthorized disclosure, but in no event shall a less than reasonable degree of care be exercised by either party.

2. Designation.

a) Information shall be deemed confidential and proprietary and subject to the restrictions of this Agreement if, when provided in:

- i. written or other tangible form, such Information is clearly marked as proprietary or confidential when disclosed to Receiving Party; or
- ii. oral or other intangible form, such Information is identified as confidential or proprietary at the time of disclosure.

3. Cooperation. Receiving Party will immediately give notice to Disclosing Party of any unauthorized use or disclosure of the Information of Disclosing Party.

4. Ownership of Information. All Information remains the property of Disclosing Party and no license or other rights to such Information is granted or implied hereby.

Notwithstanding the foregoing, Disclosing Party understands that Receiving Party may currently or in the future be developing information internally, or receiving information from other parties that may be similar to Information of the Disclosing Party. Notwithstanding anything to the contrary, nothing in this Agreement will be construed as a representation or inference that Receiving Party will not develop products, or have products developed for it, that, without violation of this Agreement, compete with the products or systems contemplated by Disclosing Party's Information.

5. No Obligation. Neither this Agreement nor the disclosure or receipt of Information hereunder shall be construed as creating any obligation of a Party to furnish Information to the other Party or to enter into any agreement, venture or relationship with the other Party.

6. Return or Destruction of Information.
- a) All Information shall remain the sole property of Disclosing Party and all materials containing any such Information (including all copies made by Receiving Party) and its Representatives shall be returned or destroyed by Receiving Party immediately upon the earlier of:
 - i. termination of this Agreement;
 - ii. expiration of this Agreement; or
 - iii. Receiving Party's determination that it no longer has a need for such Information.
 - b) Upon request of Disclosing Party, Receiving Party shall certify in writing that all Information received by Receiving Party (including all copies thereof) and all materials containing such Information (including all copies thereof) have been destroyed.
7. Injunctive Relief: Without prejudice to any other rights or remedies that a party may have, each party acknowledges and agrees that damages alone may not be an adequate remedy for any breach of this Agreement, and that a party shall be entitled to seek the remedies of injunction, specific performance and/or any other equitable relief for any threatened or actual breach of this Agreement
8. Notice.
- a) Any notice required or permitted by this Agreement shall be in writing and shall be delivered as follows, with notice deemed given as indicated:
 - i. by personal delivery, when delivered personally;
 - ii. by overnight courier, upon written verification of receipt; or
 - iii. by certified or registered mail with return receipt requested, upon verification of receipt.
 - b) Notice shall be sent to the following addresses or such other address as either Party specifies in writing.
RailTel Corporation of India limited:

Attn:	Attn:
Address:	Address:
Phone:	Phone:
Email:	Email:
9. Term, Termination and Survivability.
- a) Unless terminated earlier in accordance with the provisions of this agreement, this Agreement shall be in full force and effect for a period of years from the effective date hereof.
 - b) Each party reserves the right in its sole and absolute discretion to terminate this Agreement by giving the other party not less than 30 days' written notice of such termination.
 - c) Notwithstanding the foregoing clause 9(a) and 9 (b), Receiving Party agrees that its obligations, shall:
 - i. In respect to Information provided to it during the Term of this agreement, shall survive and continue even after the expiry of the term or termination of this agreement; and
 - ii. not apply to any materials or information disclosed to it thereafter.
10. Governing Law and Jurisdiction. This Agreement shall be governed in all respects solely and exclusively by the laws of India without regard to its conflicts of law principles. The Parties hereto expressly consent and submit themselves to the jurisdiction of the courts of New Delhi.
11. Counterparts. This agreement is executed in duplicate, each of which shall be deemed to be the original and both when taken together shall be deemed to form a single agreement

12. No Definitive Transaction. The Parties hereto understand and agree that no contract or agreement with respect to any aspect of a potential transaction between the Parties shall be deemed to exist unless and until a definitive written agreement providing for such aspect of the transaction has been executed by a duly authorized representative of each Party and duly delivered to the other Party (a "Final Agreement"), and the Parties hereby waive, in advance, any claims in connection with a possible transaction unless and until the Parties have entered into a Final Agreement.

13. Settlement of Disputes:

- a) The parties shall, at the first instance, attempt to resolve through good faith negotiation and consultation, any difference, conflict or question arising between the parties hereto relating to or concerning or arising out of or in connection with this agreement, and such negotiation or
- b) Consultation shall begin promptly after a Party has delivered to another Party a written request for such consultation.
- c) In the event of any dispute, difference, conflict or question arising between the parties hereto, relating to or concerning or arising out of or in connection with this agreement, is not settled through good faith negotiation or consultation, the same shall be referred to arbitration by a sole arbitrator.

14. The sole arbitrator shall be appointed by CMD/RailTel out of the panel of independent arbitrators maintained by RailTel, having expertise in their respective domains. The seat and the venue of arbitration shall be New Delhi. The arbitration proceedings shall be in accordance with the provision of the Arbitration and Conciliation Act 1996 and any other statutory amendments or modifications thereof. The decision of arbitrator shall be final and binding on both parties. The arbitration proceedings shall be conducted in English Language. The fees and cost of arbitration shall be borne equally between the part

15. CONFIDENTIALITY OF NEGOTIATIONS

Without the Disclosing Party's prior written consent, the Receiving Party shall not disclose to any Person who is not a Representative of the Receiving Party the fact that Confidential Information has been made available to the Receiving Party or that it has inspected any portion of the Confidential Information or that discussions between the Parties may be taking place.

16. REPRESENTATION

The Receiving Party acknowledges that the Disclosing Party makes no representation or warranty as to the accuracy or completeness of any of the Confidential Information furnished by or on its behalf. Nothing in this clause operates to limit or exclude any liability for fraudulent misrepresentation.

17. ASSIGNMENT

Neither this Agreement nor any of the rights, interests or obligations under this Agreement 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 Agreement will be binding upon, inure to the benefit of, and be enforceable by, the Parties and their respective successors and assigns.

18. EMPLOYEES AND OTHERS

Each Party shall advise its Representatives, contractors, subcontractors and licensees, and shall require its Affiliates to advise their Representatives, contractors, subcontractors and licensees, of the obligations of confidentiality and non-use under this Agreement, and shall be responsible for ensuring compliance by its and its Affiliates' Representatives, contractors, subcontractors and licensees with such obligations. In addition, each Party shall require all persons and entities who are not employees of a Party and who are provided access to the Confidential Information, to execute confidentiality or non-disclosure agreements containing provisions no less stringent than those set forth in this Agreement. Each Party shall promptly notify the other Party in writing upon learning of any unauthorized disclosure or use of the Confidential Information by such persons or entities.

19. NO LICENSE

Nothing in this Agreement is intended to grant any rights to under any patent, copyright, or other intellectual property right of the Disclosing Party, nor will this Agreement grant the Receiving Party any rights in or to the Confidential Information of the Disclosing Party, except as expressly set forth in this Agreement.

20. RELATIONSHIP BETWEEN PARTIES:

Nothing in this Agreement or in any matter or any arrangement contemplated by it is intended to constitute a partnership, association, joint venture, fiduciary relationship or other cooperative entity between the parties for any purpose whatsoever. Neither party has any power or authority to bind the other party or impose any obligations on it and neither party shall purport to do so or hold itself out as capable of doing so.

21. UNPUBLISHED PRICE SENSITIVE INFORMATION (UPSI) agrees and acknowledges that_____, its Partners, employees, representatives etc., by virtue of being associated with RailTel and being in frequent communication with RailTel and its employees, shall be deemed to be "Connected Persons" within the meaning of SEBI (Prohibition of Insider Trading) Regulations, 2015 and shall be bound by the said regulations while dealing with any confidential and/ or price sensitive information of RailTel. _____shall always and at all times comply with the obligations and restrictions contained in the said regulations. In terms of the said regulations, _____ shall abide by the restriction on communication, providing or allowing access to any Unpublished Price Sensitive Information (UPSI) relating to RailTel as well as restriction on trading of its stock while holding such Unpublished Price Sensitive Information relating to RailTel

22. MISCELLANEOUS.

This Agreement constitutes the entire understanding among the Parties as to the Information and supersedes all prior discussions between them relating thereto. No amendment or modification of this Agreement shall be valid or binding on the Parties unless made in writing and signed on behalf of each Party by its authorized representative. The failure or delay of any Party to enforce at any time any provision of this Agreement shall not constitute a waiver of such Party's right thereafter to enforce each and every provision of this Agreement. In the event that any of the terms, conditions or provisions of this Agreement are held to be illegal, unenforceable or invalid by any court of competent jurisdiction, the remaining terms, conditions or provisions hereof shall remain in full force and effect. The rights, remedies and obligations set forth herein are in addition to, and not in substitution of, any rights, remedies or obligations which may be granted or imposed under law or in equity.

IN WITNESS WHEREOF, the Parties have executed this Agreement on the date set forth above.

By: _____ Name: Title:	RailTel Corporation of India Limited By: Name: Title:
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Witnesses:

Technical Compliance

EoI Ref. No.: _____ Date: XX-XX-XXXX

Business Associates are requested to mention the details of compliance of technical solution proposed.

S.No.	Scope Item	Specification as per technical Document	Proposed OEM Name	MAF Provided (Yes/No)	Compliance sheet
A	B	C	D	E	F
1	To be filled by Bidder As per Technical Document Copy of CoR	To be filled by Bidder As per Technical Document Copy of CoR	To be filled by Bidder	To be filled by Bidder	To be filled by Bidder
2	To be filled by Bidder	To be filled by Bidder	To be filled by Bidder	To be filled by Bidder	To be filled by Bidder

Signature of Authorised Signatory

Name:

Designation:

Pre Teaming Agreement
(On Stamp Paper of ₹ One Hundred)

This Pre-Bid Agreement (the "Agreement") is made at New Delhi on this _____ Day of _____ (month) 2022.

BETWEEN

M/s. RailTel Corporation Of India Limited, (CIN: L64202DL2000GOI107905) a company registered under the Companies Act 1956, having its registered and corporate office at Plate-A, 6th Floor, Office Block, Tower-2, East Kidwai Nagar, New Delhi India – 110 023 and Northern Regional office at 6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi - 110053 (hereinafter referred to as "RailTel" which expression shall, unless repugnant to the context or meaning thereof, be deemed to include its successors and permitted assigns) of the FIRST PART.

AND

M/s. _____, (CIN: _____) a company registered under the Companies Act 1956, having its registered office at _____ and its Corporate Office located at _____, (hereinafter referred to as "_XXXX_" which expression shall, unless repugnant to the context or meaning thereof, be deemed to include its successors and permitted assigns) of the SECOND PART.

RailTel and _____ shall be hereinafter individually referred to as "Party" and collectively as "Parties."
WHEREAS,

- A. RailTel is a "Navratna " CPSU of Ministry of Railways, having exclusive right of way along Indian Railways and has created an OFC backbone and associated transport and network infrastructure to provide carrier class telecom services. RailTel has Unified License issued by DoT to provide a range of telecom services. RailTel also has two tier III certified data Centre's at Secunderabad and Gurugram. RailTel has created a slew of digital services like cloud, hosting, hosted Video Conferencing service, Aadhar Services, Content delivery platform, Wi-Fi as a service etc. RailTel has strong capabilities in managing telecom infrastructure, MPLS network infrastructure, data centre services like IaaS (Infrastructure as a Service) and PaaS (Platform as a Service).
- B. (DETAILS OF SECOND PART)
- C. RailTel had floated an EOI No: _____ dated _____ pursuant to the RFP floated by End Customer for " _____ " for End Customer Organization for agreed Scope of Work"(hereinafter referred as "The said work/project/tender"), and subsequently, based on the offer submitted by M/s _____ towards the RailTel's EOI, M/s _____ has been selected by RailTel as Business Associate for the said Project.
- D. RailTel is in the process of participating in the tender issued by end customer, complete details of which have deliberately not been shared with XXXX and XXXX has waived its right to get the RFP document of end customer owing to confidentiality concern raised by the end customer. However, a limited scope of work on 'need to know Basis' and as detailed in clause 1.7 below, which will be carried out by XXXX has been shared with XXXX and based on the representation of "XXXX" that "XXXX" has read the said limited Scope of Work and has understood the contents thereof and that "XXXX" has sufficient experience to execute the said limited and defined scope of work, the Parties have mutually decided to form a " Business association" wherein RailTel shall act as the "Bidder" and "XXXX" shall act as the "business associate" in terms of the said Tender and in accordance to the terms agreed hereunder;

- E. RailTel shall submit Rupees YYYY as BG against pre integrity pact at the time of submission of bid as an Integrity Pact bank guarantee to end customer and accordingly "XXXX" shall submit Rupees ZZZZ as BG of pre integrity pact on back-to-back basis to RailTel before final submission of the said bid to end customer. (This is applicable on cases to case basis as per CoR requirement. May please read in conjunction of the current RFP.)
- F. Party hereby acknowledges that RailTel has received Rs. _____ (Rs. In words) from M/s _____ as per the Terms and conditions of EOI no. _____ dated _____.
- G. The Parties are thus entering into this Agreement to record the terms and conditions of their understanding and the matters connected therewith.
RailTel has agreed to extend all the necessary and required support to "XXXX" during the entire contract period.
NOW, THEREFORE, in consideration of the mutual covenants set forth herein it is hereby agreed by and between the Parties hereto as under:
1. SCOPE OF CO-OPERATION
- 1.1 Parties have agreed to form a "business association" to co-operate with each other on an exclusive basis with respect to execution of the said Project.
- 1.2 It has been further agreed between the Parties that Parties shall not bid individually for the said Project nor shall they enter into any arrangement with other parties for the purpose of bidding for the said Project during the validity of this Agreement.
- 1.3 The Parties also agree that the terms of the said EOI for limited and defined scope of work along with the Corrigendum's issued thereafter shall apply mutatis-mutandis to this Agreement.
- 1.4 The Parties further agree that they shall, enter into a 'Definitive Agreement' containing elaborate terms and conditions, role and responsibilities and respective scope of work of this Agreement after declaration of RailTel as the successful bidder of the said Project.
- 1.5 RailTel shall submit the PBG amounting Rs. _____, earnest money deposit/ EMD declaration (whichever is applicable) and performance bank guarantee to End customer and accordingly "_____" shall submit to RailTel, BG amounting to Rs. _____ as the earnest money deposit. Further, _____ shall also pay the performance bank guarantee in proportionate to the extent of its defined scope of work.
- 1.6 RailTel may further retain some portion of the work mentioned in the end organization's RFP, where RailTel has competence so that overall proposal becomes most winnable proposal. _____ agrees, undertakes and acknowledges that following shall be Scope of Work of _____ out of the total project work.:

2. Technical Terms – As per CoR document

3. TERM AND TERMINATION

- 3.1 This Agreement shall come into force as of the date of signing and shall continue to be in full force and effect till the complete discharge of all obligations, concerning the carrying out of the said Project, except terminated earlier by the Parties in terms of this Agreement or in terms of the said project, whichever is applicable.
- 3.2 This Agreement can be terminated by either Parties forthwith in the event of happening of the following events:
- a) End customer announces or notifies the cancellation of the said Project and / or withdrawing the said RFP.
 - b) The receipt of an official communication that End customer chooses not to proceed with

RailTel for the said Project or RailTel is not short listed by End customer.

- c) Material breach of any of the terms and conditions of this Agreement by either of the Parties and the same is not rectified by the defaulting Party beyond 15 (fifteen) days (or a reasonable time period as mentioned under the notice issued by the other Party) from the date of receipt of notice from the other Party to cure the said breach.

3.3 Parties agree and understand that as of the execution of this Agreement they are contractually bound and obligated to perform the services, obligations and the scope of work entrusted, should RailTel be declared as the successful bidder of the said Project. Any Party shall not withdraw its participation subsequent to execution of this Agreement, at any point in time except in case of material breach of any of the terms of the Agreement.

3.4 In case "XXXX" breach the terms of Agreement i.e. defaulting party in such case the balance unsupplied quantity or service shall be completed by RailTel i.e. non-defaulting party and cost for completion of that balance unsupplied quantity or service of such defaulting party shall be executed by RailTel at the risk and cost of such defaulting party.

4. Liability:

It is understood that the parties are entering into this pre-bid teaming agreement for requirement of submission of bid against the RFP floated by end customer for Implementation of Network Security System and Integration for end Customer Organization. Parties acknowledge and agree that "XXXX" shall be completely liable for the successful execution of this project, in relation to its defined scope of work (as detailed in clause 1.7 above), fully complying the end customer requirements. Accordingly, it is agreed that notwithstanding anything contained in the RFP document, "XXXX" shall be liable to RailTel with regard to its obligations and liability to complete the agreed and defined scope of work as detailed in clause 1.7 above.

5. EXCLUSIVITY

Parties agree to co-operate with each other for the purpose of the said Project on an exclusive basis with respect to applying for, submitting and execution of the said Project including providing of technical demo, proof of concept for the agreed and defined scope of work.

6. PAYMENT TERMS

The payment terms between the parties shall be only on receipt of payment from end customer.

7. TAXES

Parties agrees that they will comply with the Indian Income Tax Act in force from time to time and pay Indian Income Tax, as may be imposed / levied on them by the Indian Income Tax Authorities, for the payments received by them for the Project under this agreement and any other taxes, cess, surcharge, etc. for their respective scope of works.

8. INDEMNIFICATION

8.1 Parties agree to and undertake to indemnify and hold each other, its officers, directors, agents and employees harmless, from and against any and all claims, demands, causes of action, losses, damages, costs and expenses (including attorney's reasonable fees, costs of investigation and defense) arising out of or resulting from any claim, action or other proceeding (including any proceeding by any of the indemnifying party's employees, agents or contractors) based upon:

- i. any breach or contravention of any of the terms, conditions, covenants of this Agreement by the Party;
- ii. Unethical business practices;

- iii. any acts or omission of the Party and/ or any of its employees, agents or contractors, and the liability for damages to property arising from or out of party operations in connection with the performance of this agreement;
 - iv. any claim for taxes that might arise or be imposed due to this performance of Services hereunder;
 - v. any representation or warranty or information furnished by the Party being found to be false;
 - vi. Parties' failure to pay all applicable compensation to its respective personnel;
 - vii. death or personal injury to any person;
 - viii. destruction or damage to any property by acts or omissions of either Party, its representatives or personnel;
 - ix. any violation/non-compliance by the Party with any applicable laws' governmental regulations or orders;
 - x. any third-party liability;
 - xi. improper handling or misuse of the Confidential Information of the Party(ies) by the Party
- 8.2 _____ shall be liable to all risks and consequences (including the risk of payments) suffered in the performance of services under the Project and undertakes to indemnify RailTel from and against any non-payments (of RailTel's share payable to RailTel), recoveries and claim from End Customer or any other cost or losses incurred due to default/nonperformance on part of XXXX.

9. COMPLIANCES TO STATUTORY OBLIGATIONS

- 9.1 Parties shall also obtain and keep in place necessary insurance policies, Medclaim policies, group insurance schemes of adequate value to cover their workmen, supervisors, etc. with regard to any accidents, injury or the liability under the Employee Compensation Act.
- 9.2 Parties shall observe and be responsible for the compliance of all labour laws (including labour Cess) as per government notifications and shall maintain necessary records for the same and shall submit the same to RailTel when so required.
- 9.3 Parties shall duly maintain all records / registers required to be maintained by them under various labour laws mentioned above and shall produce the same before the concerned Statutory Authorities whenever required and called upon to do so.

10. LEGAL STATUS

This Agreement constitutes a contractual relationship and shall relate solely to the Project and shall not extend to other activities or be construed to create a corporation, body corporate, partnership or any other form of legal entity.

11. REPRESENTATIONS AND COVENANTS

- 11.1 Each Party represents and warrants to the other Party as follows:
- 11.1.1 That it has full capacity, power and authority and has obtained all requisite consents and approvals to, enter into and to observe and perform this Agreement and to consummate the transactions contemplated hereunder. Each of the Persons / personnel executing this Agreement on behalf of the each of the Parties have full capacity and authority to sign and execute this Agreement on behalf of the respective Parties;
 - 11.1.2 The execution, delivery and consummation of, and the performance by it, of this Agreement shall not conflict with, violate, result in or constitute a breach of or a default under, (a) any contract by which it or any of its assets or properties, are bound or affected, and/or (b) its constitutional documents;

11.1.3 This Agreement constitutes its legal, valid and binding obligations, enforceable against it, in accordance with their terms under Applicable Statutory Law(s);

11.1.4 It has the right, authority and title to execute this Agreement;

12. SUBCONTRACTING BETWEEN PARTIES

If a Party subcontracts certain supplies or services pertaining to its scope of work to the other party, then the resulting relationship between such parties shall be governed by a separate subcontract. This Agreement shall not in any way be affected thereby except as stated otherwise in this Agreement

13. GOVERNING LAW AND JURISDICTION

The construction, validity and performance of this Agreement shall be governed in all respects by the Laws of India. The Parties hereby submit to the exclusive jurisdiction of the Indian courts at Delhi only.

14. GOOD FAITH NEGOTIATION AND DISPUTE RESOLUTION

The parties shall, at the first instance, attempt to resolve through good faith negotiation and consultation, any difference, conflict or question arising between the parties hereto relating to or concerning or arising out of or in connection with this agreement, and such negotiation or consultation shall begin promptly after a Party has delivered to another Party a written request for such consultation.

In the event of any dispute, difference, conflict or question arising between the parties hereto, relating to or concerning or arising out of or in connection with this agreement, is not settled through good faith negotiation or consultation, the same shall be referred to arbitration by a sole arbitrator.

The sole arbitrator shall be appointed by CMD/RailTel out of the panel of independent arbitrators maintained by RailTel, having expertise in their respective domains. The seat and the venue of arbitration shall be New Delhi. The arbitration proceedings shall be in accordance with the provision of the Arbitration and Conciliation Act 1996 and any other statutory amendments or modifications thereof. The decision of arbitrator shall be final and binding on both parties. The arbitration proceedings shall be conducted in English Language. The fees and cost of arbitration shall be borne equally between the parties.

15. FORCE MAJEURE

“Force Majeure Event” shall mean any event beyond the reasonable control of the affected Party including acts of God, fires, earthquakes, strikes, pandemic, epidemics, lock down, and labor disputes, acts of war or terrorism, civil unrest, economic and financial sanctions, or acts or omissions of any Governmental Authority occurring on or after the Signature Date.

No Party shall be liable to the other if, and to the extent, that the performance or delay in performance of any of its obligations under this Agreement is prevented, restricted, delayed or interfered with, due to a Force Majeure Event.

The Party affected by Force Majeure Event shall promptly inform the other Party in writing and shall furnish within 30 (thirty) days thereafter, sufficient proof of the occurrence and expected duration of such Force Majeure Event. The Party affected by Force Majeure Event shall also use all reasonable endeavor to mitigate the negative effects of such Force Majeure Event on such Party's

ability to perform its contractual obligations. In the event of a Force Majeure Event, the Parties shall immediately consult with each other in order to find an equitable solution and shall use all reasonable endeavors to minimize the consequences of such Force Majeure Event.

The occurrence of a Force Majeure Event shall however, not relieve a Party of any obligation to pay any sum due under this Agreement prior to the occurrence of the Force Majeure Event.

If the Force Majeure lasts for more than 6 (six) months, the Parties may mutually decide in writing on the future course of action with respect to this Agreement.

16. INTELLECTUAL PROPERTY RIGHTS

- 16.1 Each Party shall remain the sole owner of all industrial or intellectual property rights, Technical Data, Know-How, designs, specifications and the like, generated or acquired before the signature, or beyond the scope of this agreement.
- 16.2 Each Party shall remain the sole owner of all industrial or intellectual property rights, technical data, know-how, design specifications and the like generated solely by that Party during the course of the performance of this agreement and shall not be free to use it by the other party and if the other party uses that intellectual property rights prior permission shall be taken with paying necessary fees for such rights.
- 16.3 In case of joint development, the work-share and associated ownership of intellectual property of each Party shall be mutually agreed upon and defined in advance in the definitive agreement for the specific program. However, should any invention be jointly made by the Parties in the performance of this agreement, without neither Party being in a position to reasonably claim the ownership of said intellectual property right, the said right shall be jointly owned by the Parties and the corresponding measures of protection for both Parties of the said right as may be practicable shall be mutually agreed by both Parties and cost for such registration of such right shall be borne by the parties proportionately as per the ownership of the rights.
- 16.4 As on date, Parties confirm that there are no infringements of any Intellectual Property Rights of the products contemplated under this agreement, in accordance with the laws prevailing in the country.
- 16.5 The Parties undertake and confirm that the Technology / Knowhow / Design owned by each of them and intended to be put into use for execution of various Projects pursuant to this agreement has been originally developed by each of such Parties. The Parties are entitled to all the Intellectual Property Rights in Technology / Knowhow / Design intended to be put into use for execution of various Projects and no third-party Intellectual Property Rights have been put into use either in their original or modified form without proper authorisation of such third party. The Parties further vouchsafes that the foregoing undertaking is actuated by truth and accuracy and no misrepresentation is being put into use for inducing each other to enter into this agreement.

17. CONFIDENTIALITY

- 17.1 During the term of this agreement, either party may receive or have access to technical information, as well as information about product plans and strategies, promotions, customers and related non-technical business information which the disclosing party considers to be confidential ("Confidential Information as per RFP tender document"). In the event Confidential Information is to be disclosed, the Confidential Information must be marked as confidential at the time of disclosure, or if disclosed orally but stated to be confidential, and be designated as confidential in writing by the disclosing party

summarizing the Confidential Information disclosed and sent to the receiving party within thirty (30) days after such oral disclosure.

- 17.2 Confidential Information may be used by the receiving party only with respect to the performance of its obligations under this Agreement, and only by those employees of the receiving party and its subcontractors who have a need to know such information for purposes related to this Agreement, provided that such subcontractors have signed separate agreements containing substantially similar confidentiality provisions. The receiving party must protect the Confidential Information of the disclosing party by using the same degree of care to prevent the unauthorized use, dissemination or publication of such Confidential Information, as the receiving party uses to protect its own confidential information of like nature.
- 17.3 The obligations are not applicable to any information which is:
- 17.3.1 Already known by the receiving party prior to disclosure;
 - 17.3.2 Publicly available through no fault of the receiving party;
 - 17.3.3 Rightfully received from a third party without being responsible for its confidentiality;
 - 17.3.4 Disclosed by the disclosing party to a third party without being responsible for its Confidentiality on such third party;
 - 17.3.5 Independently developed by the receiving party prior to or independent of the disclosure;
 - 17.3.6 Disclosed under operation of law;
 - 17.3.7 Disclosed by the receiving party with the disclosing party's prior written approval.
- 17.4 _____ agrees and acknowledges that _____, its Partners, employees, representatives etc., by virtue of being associated with RailTel and being in frequent communication with RailTel and its employees, shall be deemed to be "Connected Persons" within the meaning of SEBI (Prohibition of Insider Trading) Regulations, 2015 and shall be bound by the said regulations while dealing with any confidential and/ or price sensitive information of RailTel. _____ shall always and at all times comply with the obligations and restrictions contained in the said regulations. In terms of the said regulations, _____ shall abide by the restriction on communication, providing or allowing access to any Unpublished Price Sensitive Information (UPSI) relating to RailTel as well as restriction on trading of its stock while holding such Unpublished Price Sensitive Information relating to RailTel
- 17.5 Notwithstanding anything contained in this agreement, _____ undertakes, agrees and acknowledges that being RailTel's Business Associate, _____ shall maintain utmost confidentiality in relation to said Project. _____ further, undertakes that any information relating to said Project which is or will be disclosed/ divulged by RailTel on need-to-know basis, will be received and treated by _____ strictly confidential and _____ shall not, without the prior written consent of the RailTel or as expressly permitted herein, disclose or make available to any other person such information.

18. NOTICES

Notices, writings and other communications under this Agreement may be delivered by hand, by registered mail, by courier services or facsimile to the addresses as set out below:

To: RailTel Corporation of India Ltd., Kind Attn: Executive Director / Northern Region
Address: 6th Floor, 3rd Block, Delhi IT Park, New Delhi - 110053 Tel No.: +91-11-22185933/22185934, Email: ednr@railtelindia.com

To _____
To: _____
Kind Attn: _____ Address: _____
Mob. No.: _____ Email: _____

19. AMENDMENT

No amendment or modification or waiver of any provision of these presents, nor consent to any departure from the performance of any obligations contained herein, by any of the Parties hereto, shall in any event be valid and effective unless the same is in writing and signed by the Parties or their duly authorized representative especially empowered in this behalf and the same shall be effective only in respect of the specific instance and for the specific purpose for which it is given.

20. PRIOR UNDERSTANDING

This Agreement contains the entire Agreement between the Parties to this Agreement with respect to the subject matter of the Agreement, is intended as a final expression of such Parties' agreement with respect to such terms as are included in this Agreement is intended as a complete and exclusive statement of the terms of such agreement, and supersedes all negotiations, stipulations, understanding, Agreements, representations and warranties if any, with respect to such subject matter, which precede or accompany the execution of this Agreement.

21. GENERAL

- 21.1 Binding Effect: This Agreement shall be binding upon and inure to the benefit of the Parties here to and their respective legal successors.
- 21.2 Counterparts: This Agreement may be executed simultaneously in 2 (two) counterparts, each of which shall be deemed to be original and all of which together shall constitute the same Agreement.
- 21.3 Non-Partnership:
 - 21.3.1 This Agreement shall be on a principal-to-principal basis and shall not create any principal-agent relationship between the Parties.
 - 21.3.2 Nothing in this Agreement shall be deemed to constitute a partnership or joint venture between the Parties or otherwise entitle either Party to have an authority to bind the other Party for any purpose.
- 21.4 Severability: In the event any provision of this agreement is held invalid or un-enforceable by a court of competent jurisdiction, such provision shall be considered separately, and such determination shall not invalidate the other provisions of this agreement and annexure/s which will be in full force and effect.
- 21.5 Waiver: A failure by any Party to exercise or enforce any rights conferred upon it by this Agreement shall not be deemed to be a waiver of any such rights or operate so as to bar the exercise or enforcement thereof at any subsequent time.
- 21.6 Time is of essence: Time is the essence of this agreement and the Parties herein agree and acknowledge to abide by the same.

22. Miscellaneous

- 22.1 No Party to this agreement will have any rights or obligations arising from or in relation to this agreement in excess of those rights and obligations expressly declared herein.
- 22.2 No Party to this agreement is entitled to sell, assign or otherwise transfer any of its rights and/or obligations arising from or in relation to this agreement to any third party, without the prior written consent of the other Party of this agreement.

- 22.3 Each Party shall be solely responsible for its own actions or failures to act and for its own commitments and undertakings. Neither Party shall present itself as the representative or agent of the other Party, nor shall it have the power or the authority to commit the other Party, unless it receives the other Party's prior written consent.
- 22.4 No release shall be made by any Party to the news media or the general public relating to this agreement and/or the subject matter thereof without prior written approval of the other Party.
- 22.5 During the term of this agreement, each party shall refrain from taking any action or attempt to take any action with the intent of impairing or causing prejudice to the business relationship, whether existing or prospective that subsists between the other party and its customers and business partners. Each party shall also desist from inducing or influencing or attempting to induce or influence any customer or business partner, whether existing or prospective of the other party, resulting into prejudice or detriment to business prospects of the other party.

Furthermore, Parties shall not compete with or cause detriment to the business prospects of each other by making use of confidential information, whether in its embodied or disembodied form, shared pursuant to this agreement.

IN WITNESS WHEREOF, the Parties hereto have executed this Agreement as of the day and year first above written.

For RailTel Corporation Of India Limited

For

Authorised Signatory

Authorised Signatory

Name:

Name:

Designation:

Designation:

In Presence of witness:

Signature:

Signature:

Name:

Name:

Address:

Address:

EMD BANK GUARANTEE FORMAT

EOI Ref No: _____

Date: XX-XX-XXXX

BID SECURITY (BANK GUARANTEE)

WHEREAS, [name of Bidder] (hereinafter called "the Bidder") has submitted his Bid dated [date] Selection of Implementation Partner from RailTel Empaneled Business Associate for exclusive PRE-BID TEAMING ARRANGEMENT for the work of SELECTION OF SYSTEM INTEGRATOR For " _____ " (hereinafter called "the Bid").

KNOW ALL PEOPLE by these presents that We [name of bank] of [name of country] having our registered office at _____ (Hereinafter called "the Bank") are bound unto RailTel Corporation of India Limited., 6th Floor, IIIrd Block, Delhi Technology Park, Shastri Park, Delhi-110053 [name of Employer] (hereinafter called "the Employer") in the sum of Rs. _____ (Rupees in words only) for which payment well and truly to be made to the said Employer the Bank binds itself, his successors and assigns by these presents.

SEALED with the Common Seal of the said Bank this _____ day of _____ 20XX. THE CONDITIONS of this obligation are:

1. If after Bid opening the Bidder withdraws his bid during the period of Bid validity specified in the Form of Bid;
OR
2. If the Bidder having been notified of the acceptance of his bid by the Employer during the period of Bid validity:
 - a. Fails or refuses to execute the Form of Agreement in accordance with the Instructions to Bidders, if required;
or
 - b. fails or refuses to furnish the Performance Security, in accordance with the Instruction to Bidders;
or
 - c. does not accept the correction of the Bid Price;

We undertake to pay to the Employer up to the above amount upon receipt of his first written demand, without the Employer having to substantiate his demand, provided that in his demand the Employer will note that the amount claimed by him is due to him owing to the occurrence of one or any of the three conditions, specifying the occurred condition or conditions.

This Guarantee will remain in force up to and including the date _____, _____ days after the deadline for submission of Bids as such deadline is stated in the Instructions to Bidders or as it may be extended by the Employer, notice of which extension(s) to the Bank is hereby waived. Any demand in respect of this guarantee should reach the Bank not later than the above date.

Date: _____

Signature of the bank: _____

Seal of Bank: _____

[Signature, name, and address]

* _____ days after the end of the validity period of the Bid.

POWER OF ATTORNEY

Know all men by these presents We having its registered office at anddo hereby irrevocably constitute, nominate, appoint and authorize Mr., who is presently employed with us and holding the position of, as our true and lawful attorney (hereinafter referred to as the "Attorney") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our proposal..... is response to the EoI No..... including but not limited to signing and submission of all applications, proposals and other documents and writings, and providing information/ responses in all matters before the department, signing and execution of all contracts and undertakings/declarations consequent to acceptance of our proposal and generally dealing with the department in all matters in connection with or relating to or arising out of our proposal for the said assignment and/ or upon award thereof to us till the execution of appreciate Agreement/s with the department.

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Authorized Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Authorized Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE,, THE ABOVE NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THISDAY OF....., 2026

For Bidder

Accepted by: -

Person identified by me/ personally appeared before me/Attested/ Authenticated

FORMAT FOR AFFIDAVIT TO BE UPLOADED BY BA ALONGWITH THE EOI DOCUMENTS

*(To be executed in presence of Public Notary on non-judicial stamp paper of the value of Rs. 100/-. The paper has to be in the name of the BA) ***

I _____ (Name and designation)** appointed as the attorney/ authorized signatory of the BA (including its constituents), M/s _____ (hereinafter called the BA) for the purpose of the EOI documents for the work of _____ as per the EOI No. _____ of (RailTel Corporation of India Limited), do hereby solemnly affirm and state on the behalf of the BA including its constituents as under:

1. I/we the BA (s), am/are signing this document after carefully reading the contents.
2. I/we the BA(s) also accept all the conditions of the EOI and have signed all the pages in confirmation thereof.
3. I/we hereby declare that I/we have downloaded the EOI documents from RailTel website www.railtelindia.com. I/we have verified the content of the document from the website and there is no addition, no deletion or no alternation to be content of the EOI document. In case of any discrepancy noticed at any stage i.e., evaluation of EOI, execution of work or final payment of the contract, the master copy available with the RailTel Administration shall be final and binding upon me/us.
4. I/we declare and certify that I/we have not made any misleading or false representation in the forms, statements and attachments in proof of the qualification requirements.
5. I/we also understand that my/our offer will be evaluated based on the documents/credentials submitted along with the offer and same shall be binding upon me/us.
6. I/we declare that the information and documents submitted along with the EOI by me/us are correct and I/we are fully responsible for the correctness of the information and documents, submitted by us.
7. I/we undersigned that if the certificates regarding eligibility criteria submitted by us are found to be forged/false or incorrect at any time during process for evaluation of EOI, it shall lead to forfeiture of the EOI EMD besides banning of business for five years on entire RailTel. Further, I/we (insert name of the BA) ** and all my/our constituents understand that my/our constituents understand that my/our offer shall be summarily rejected.
8. I/we also understand that if the certificates submitted by us are found to be false/forged or incorrect at any time after the award of the contract, it will lead to termination of the contract, along with

forfeiture of EMD/SD and Performance guarantee besides any other action provided in the contract including banning of business for five years on entire RailTel.

DEPONENT
SEAL AND SIGNATURE OF THE BA
VERIFICATION

I/We above named EOI do hereby solemnly affirm and verify that the contents of my/our above affidavit are true and correct. Nothing has been concealed and no part of it is false.

DEPONENT
SEAL AND SIGNATURE OF THE BA

Place:
Dated:

*NOTE: **The contents in Italics are only for guidance purpose. Details as appropriate, are to be filled in suitably by BA. Attestation before Magistrate/Notary Public.*

Undertaking for Non-Blacklisting & Arbitration Case

(On Organization Letter Head)

EOI Ref No:

Date:

To,
Group General Manager (Mktg),
RailTel Corporation of India Limited, Northern Region,
6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi-110053

Dear Sir,

I, the undersigned, on behalf of M/s hereby submits that

1. We are not blacklisted by any State / Central Government Ministry / Department / Corporation / Autonomous Body at the time of submission of bid.
2. We are not having any ongoing or past, arbitration case(s) with RailTel at the time of submission of bid.

I hereby acknowledge that in the event of acceptance of bid of M/son above undertaking and if the undertaking is found to be false at any stage, the false undertaking 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 Eol.

Signature of Authorised Signatory

Name

Designation

Compliance to Rule 144 (xi) of GFR, 2017 including amendments till date

(On Organization Letter Head)

EOI Ref:

Date :

To,

Group General Manager (Mktg),

RailTel Corporation of India Limited, Northern Region,

6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi-110053

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 Authorized Signatory

Name and Designation:

Manufacturer's Authorization Form
(on the letterhead of the Manufacturer)

Bid Ref No:

Date:

To,
Group General Manager (Mktg),
RailTel Corporation of India Limited, Northern Region,
6th Floor, 3rd Block, Delhi IT Park, Shastri Park, New Delhi-110053

Dear Sir/Madam,

Ref. Your Tender Document No

dated:

We,..... who are proven and reputable manufacturers ofhaving factories at.....hereby authorize M/s (name and address of the bidder) to submit a tender, process the same further and enter into a contract with you against your requirement as contained in the above referred Tender which are manufactured by us.

2) We further confirm that no supplier or firm or individual other than Messrs. (name and address of the above agent) is authorized to submit a tender, process the same further and enter into a contract with you against your requirement as contained in the above referred Tender Enquiry documents for the above Equipment / Stores manufactured by us.

3) We also hereby confirm that we would be responsible for supply, installation and execution of warranty of the goods under question and will provide spares parts for the period of at least 3 years for supplied item to CoR DELHI after expiry of warranty.

4) We also undertake to execute warranty/guarantee during its period along with spare parts.

[Signature with date, name and designation]

For and on behalf of M/s

[Name & address of the manufacturers]

I. This letter of authorization should be on the letter head of the manufacturing firm and should be signed by a competent person and having the power of attorney to legally bind the manufacturer.

Original letter's scanned copy may be uploaded and handed over as and when directed.

**Techno-Commercial Proposal for Secure Internet Connectivity for various COR
Remote Locations PAN India on OPEX Model**

1. Introduction:

The Customer of RailTel (COR) operates approximately **1,700+ remote locations** across India, many of which are located in geographically challenging terrains with limited or no access to traditional wired internet infrastructure.

To enhance operational efficiency, enable secure communication, and ensure seamless access to centralized services, COR requires a **robust, scalable, and secure SIM-based internet connectivity solution**.

Due to various constraints—such as feasibility, high costs, and lack of portability—conventional wired internet services are not viable. This challenge is further compounded by the dynamic nature of COR's deployments, which frequently shift across locations.

This proposal outlines a SIM-based secure internet connectivity solution, leveraging 4G LTE technology to deliver reliable last-mile connectivity where wired options are not feasible.

2. Objective:

The primary objectives of the proposed solution are:

- a) To provide **secure and reliable internet connectivity** to COR's remote sites.
- b) To ensure **high performance and availability** using dual-SIM-based connectivity with bandwidth aggregation and failover.
- c) To enable **centralized monitoring and management** through a unified platform hosted at the COR Data Center (DC) in Delhi.
- d) To facilitate **Zero-Touch Provisioning (ZTP)** for easy deployment without requiring skilled personnel at remote sites.

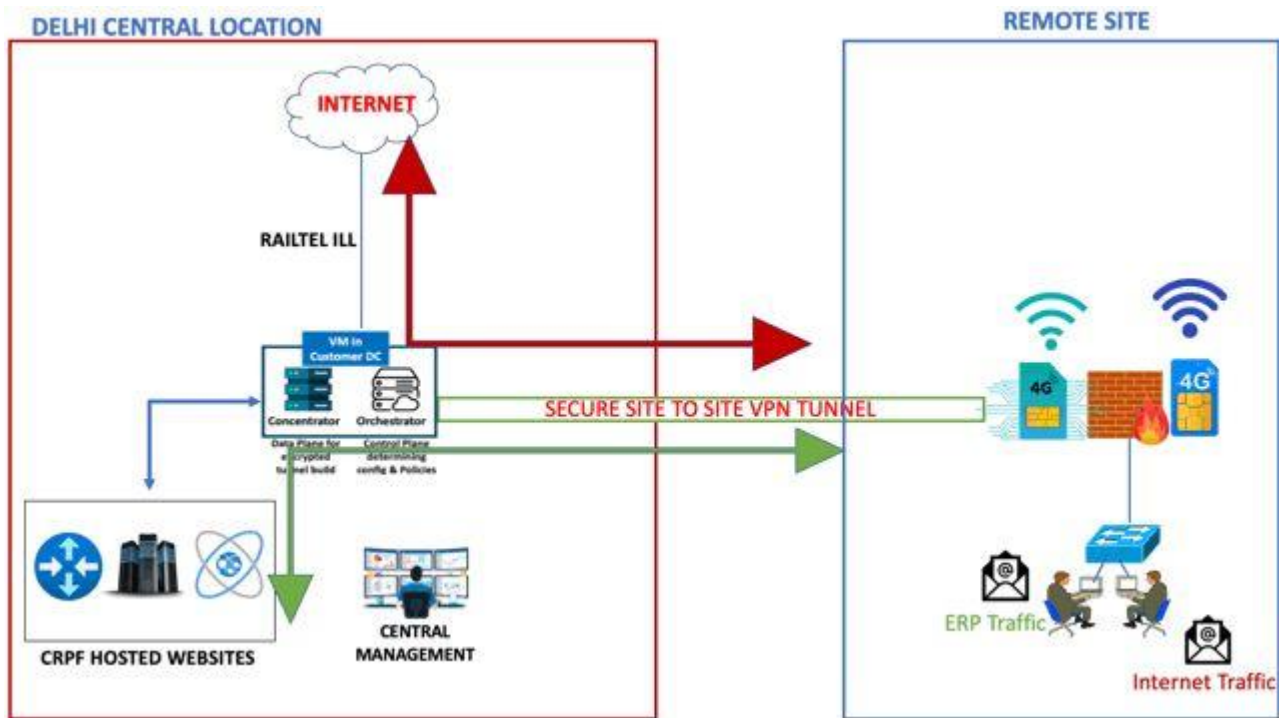
3. Proposed Solution Overview:

The proposed solution is designed to ensure high availability, secure communication, and seamless performance across all COR locations, with special emphasis on remote and rural connectivity.

Key Components of the Architecture:

- Secure Edge Devices at Remote Sites
- **Dual M2M SIM Connectivity** (BSNL, Jio, Vi, Airtel) with 50 GB pooled data per SIM; totalling 86,200 GB pooled per link.
- Centralized Management Platform hosted at COR FHQ, Delhi.

Data Flow Overview:



- Both primary and secondary 4G LTE SIMs are concurrently active and aggregated at the remote site into a single logical tunnel.
- All internet traffic from the remote site is securely routed through a tunnel to the central site, where internet access is provided exclusively from the central location. There is no local internet breakout at the remote site.
- All management and control functions are governed centrally, with visibility into each remote site to ensure proactive issue resolution and policy enforcement.
- **Key Features of the Proposed Solution:**
 - **Multi-Connectivity with Tunnel Aggregation:** Aggregation of LTE links for higher bandwidth and failover.
 - **MPMD Routing:** Multi-path multi-directional routing enhances reliability and performance.

- **Stateful Firewall:** Provides intelligent traffic inspection by maintaining the state of active connections, ensuring robust network security.
- **Intrusion Prevention and Detection System (IPS/IDS):** Protects the network by detecting and preventing malicious activities and potential threats in real-time.
- **Domain and Port Filtering:** Enables control over web and network access by restricting specific domains and ports based on policy.
- **MAC-Based Binding and Filtering:** Enhances access control by allowing or blocking devices based on their unique MAC addresses.
- **Dual-Zone Wi-Fi:** Supports separate wireless zones for secure internal use and guest access, maintaining network segmentation and security.
- **Make in India Compliance:** Classified under Class 1 Make in India initiatives and registered on the Trusted Telecom Portal.
- **Out-of-Band Management via SMS:** Offers remote reboot and control capabilities through SMS, ensuring manageability during WAN failures.
- **Zero-Touch Provisioning (ZTP):** Enables automated device configuration and onboarding, streamlining deployment and reducing setup time and manual errors.

4. Scope of Work: This solution includes:

- Deployment of SIM-based Internet connectivity solution edge devices at COR locations.
- Integration with centralized orchestrator and monitoring platform hosted in the DC.
- Configuration of routing policies, security features, and firewall rules.
- SIM procurement, provisioning, and plan management.
- Training and handholding for COR's IT teams during implementation and transition.

TECHNICAL SPECIFICATION FOR SIM-BASED SECURE INTERNET CONNECTIVITY SOLUTION

S. No.	Specifications	Remarks
1.	The solution controller must be Hardware based appliance with High Availability and no single point failure in any terms with multiple WAN connectivity mediums such as MPLS, ILL, P2P leased Line with single overlay tunnel aggregation with in-built fail-over capability.	
2.	The solution controller must have functions like WAN/Flow Optimization, Forward Error Correction or Packet Duplication with capability to send duplicate packets over a Multiple WAN underlay in single overlay tunnel.	
3.	The solution controller must have the capability to do dynamic WAN link selection based on advance criteria such as reachability, delay, packet loss, Jitter with capability to do best path selection using metric as delay, packet loss, jitter and latency to assure seamless access to business-critical application.	
4.	The solution controller must respond to measured performance changes (degradation) in addition to link and node state changes (up / down) and adjust application forwarding accordingly also have traffic flow visibility with application level insight	
5.	The SIM-based Secure Networking device should provide no packet drops with no performance degradation after enabling all features supported in the Solution including remote monitoring for system status for parameters like CPU utilisation, CPU Temp (appliance), Load average, Memory & Disk Usage.	
6.	The offered controller must be built in High Availability (HA) : Supports WAN link HA and Hardware level at both DC and DR and the SIM-based Secure Networking controller should support Static Route and Dynamic Path with Topology support : Hub-Spoke / Full Mesh / Partial Mesh	
7.	The solution controller must support bidirectional QOS capabilities of marking, classification, policy and shaping. SIM-based secure internet connectivity solution must improve the application performance over SD-WAN by selecting the best performing link basis parameters like latency, packet loss and jitter. Low Latency Queuing/Priority Queuing should be configured for Voice and Video applications	
8.	Should support NTP, DHCP server & relay, syslog, NAT/PAT, 802.1Q VLAN tagging, SNMP-v1/v2/v3 and support TLS-1.3 for management web GUI SSL access for better security and ideally there should be restricted GUI / CLI access at CPE end.	
9.	True aggregation - should aggregate all connected underlay WAN links in a single overly tunnel towards each CPE (It's not load balancing/Fail over)	
10.	From a security stand-point dynamic routing protocol is not recommended for implementation. Static Route and Dynamic Path selection is the preferred Mode and must have complete traffic visibility and ability to implement Tunnel rate limit	

11.	The solution shall support network elements to be deployed in any kind of topologies such as Hub and Spoke, Partial Mesh, Full Mesh on a per segment basis.	
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12.	The solution should continuously check the link flaps, errors, packet drops, latency, jitter etc with error free fail over functionality with ability to reorder/retransmit failed packets during the failover.	
13.	To ensure high application performance for bandwidth intensive applications such as Video, multi-media streaming, backups, and large file transfers, the solution should be able to leverage multiple links for a single application.	
14.	The tunnel for L2 and L3 should be established independently, without taking L3 underlay support for the L2 transportation. The solution should also be able to build connections dynamically between two devices, leveraging multiple links and apply logic for best path selection, traffic switching, QoS	
15.	The solution must support an authentication capability to authenticate a remote SIM-based Secure Networking device.	
16.	The Solution should be true SDN based SD-WAN solution. This implies that O&M and Control plane should be centralised and Data plane should be at edge devices.	
17.	The solution should have Zero Trust Authentication between controllers, orchestration and management software as well as with Remote Location SIM-based Secure Networking appliance. Proposed solution must support AES 128/256 bit encryption with dynamic key rotation (Key life time max =600 Sec. without disconnecting overlay tunnel)	
18.	The proposed SIM-based Secure Networking controller should have WAN and LAN virtualization for enhanced security and the Proposed SIM-based Secure Networking controllers OS should be hardened and crash free	
19.	The Proposed SIM-based secure internet connectivity solution should have open standard multicore processor-based architecture and not proprietary ASIC based architecture with minimum 4GB of RAM Capacity	
20.	The Proposed SIM-based secure internet connectivity solution should have WAN, LAN and flexi-port support, MAC based binding & filtering and must support Statefull and Stateless firewall, Domain & Port filtering.	
21.	The deployed remote hardware and software should comply with Class-1 categorised make in India	
22.	SIM-based Secure Networking controller must offer SD-WAN functionalities along with security features such as stateful inspection firewall, IPS and IDS,	
23.	SIM-based Secure Networking device must have in-built dual SIM support MPLS over 4G (Private APN) , M2M SIM and open internet SIM	
24.	SIM-based Secure Networking device must support multiple WAN connectivity mediums with LTE WAN backup Link such as MPLS, ILL, Broadband, P2P leased Line with automatic shifting within the aggregated Tunnel	
25.	The offered SIM-based Secure Networking device must have functions like WAN Optimization, Forward Error Correction or Packet Duplication with capability to send duplicate packets over a single tunnel/Multiple Tunnel	
26.	The solution must have the capability to do dynamic WAN link selection based on advance criteria such as reachability, delay, packet loss, jitter	
27.	The solution must have the capability to do best path selection using metric as delay, packet loss, jitter and latency to assure seamless access to business critical application	

28.	The solution must respond to measured performance changes (degradation) in addition to link and node state changes (up / down) and adjust application forwarding accordingly.	
29.	The solution must have traffic flow visibility with application-level insight for web traffic, RTP, VOIP, Video traffic and must support AES 128/256 bit per session Encryption and Compression supported	
30.	The device should support remote monitoring for system status for parameters like CPU utilisation, Load average, Memory & Disk Usage. The offered SIM-based Secure Networking device should have Packet Redundancy (Packet Duplication)	
31.	The offered solution should support AES 128/256 bit encryption with dynamic key rotation for tunnel encryption and should support Dynamic Key Rotation minimum 600 seconds for tunnel encryptions without tunnel disconnection.	
32.	The solution should be able to create FULL MESH topology with optimal routing. SIM-based Secure Networking remote appliance should support a full dynamic/on demand tunneling mesh topology, in addition to the hub- spoke topology. The mesh can consist of branches with or without hubs. Use full mesh when the branches need to communicate with each other directly. If controller goes down the edge device continue to forward the traffic.	
33.	The offered SIM-based Secure Networking appliance should support FULL mesh with all branch connectivity. Quantity variation during contract period should also be considered.	
34.	The solution controller must support bidirectional QOS capabilities of marking, classification, policy and shaping. SIM-based secure internet connectivity solution must improve the application performance over SD-WAN by selecting the best performing link basis parameters like latency, packet loss and jitter. Low Latency Queuing/Priority Queuing should be configured for Voice and Video applications	
35.	Should support NTP, DHCP server & relay, syslog, NAT/PAT, 802.1Q VLAN tagging, SNMP-v1/v2/v3 with separate L3 and L2 overlay tunnel capability (no L2 over L3 acceptable) supporting Domain Based tunnel	
36.	Must have complete traffic visibility in terms of bandwidth consumption, traffic analyses such as no. of send and receive bytes and speed and shall support network elements to be deployed in any kind of topologies such as Hub and Spoke, Partial Mesh, Full Mesh on a per segment basis.	
37.	If a link carrying application traffic fails, the application traffic must be moved from the failed link to a functioning link in milliseconds without any application timeouts and disconnects and must have ability to reorder/retransmit required packets during the failover.	
38.	The solution should be able to use all links simultaneously, in case any congestion caused due high amount of traffic ,This lets high bandwidth applications like Video Conferencing have as much bandwidth as they need to perform optimally.	
39.	To ensure high application performance for bandwidth intensive applications such as Video, multi-media streaming, backups, and large file transfers, the solution should be able to leverage multiple links for a single application or per flow basis.	

40.	The solution should support user wise and application wise priority support to use all WAN links optimally with ability to build connections dynamically between two devices, leveraging multiple links and apply logic for best path selection, traffic switching, QoS	
41.	The solution must support an authentication capability to authenticate a remote SIM-based Secure Networking device with Application aware routing and Traffic Priority. The Solution must have highest level of OEM support.	
42.	The SIM-based secure internet connectivity solution should have the capability to exchange unique encryption keys per transport. The Remote Location SIM-based Secure Networking appliance should able to support AI-enabled Link Selection and Optimization	
43.	The Proposed SIM-based secure internet connectivity solution should be supported with minimal hardware configuration not exceeding 2 GB RAM Capacity & Flash Memory of 16 MB.	
44.	The Proposed SIM-based secure internet connectivity solution should have port capacity WAN - 1 x 10/100/1000M, LAN - 1 x 10/100/1000M, LAN/WAN - 3x 10/100/1000M and the Proposed SIM-based secure internet connectivity solution should 4pcs x 5dbi high-gain 4G antennas external antennas	
45.	The Proposed SIM-based secure internet connectivity solution should have 2x 4G/LTE/5G SIM Slots with Dual SIM Dual Modem configuration for true aggregation on Radio WAN links	
46.	The Proposed SIM-based secure internet connectivity solution should have support Underlay Throughput of 500 Mbps & Overlay Throughput upto 20 Mbps with WAN and LAN virtualisation for enhanced security	
47.	The Proposed solution must support ability to enable Multi Path Multi Direction (MPMD) routing to ensure highest degree of security from link hacking.	
48.	The Proposed SIM-based Secure Networking CPE OS should be hardened and crashfree and should have LAN micro segmentation with DNS, DHCP, NAT, Route with per port VLAN support	
49.	To enable SIM based connection, no USB dongle based LTE/4G/5G WAN connection is allowed and the deployed remote hardware and software should comply with Class-1 categorised make in India	
50.	SIM-based Secure Networking controller must offer SD-WAN functionalities along with security features such as stateful inspection firewall, IPS and IDS,	
51.	Solution must offer cloud based solution or Cloud hosted Service solution Orchestration, centralized management, real time monitoring & customisable reporting solution to store logs and reports with dashboard capability.	
52.	Solution must have TLS 1.3 based encrypted REST API communication with controller and CPEs (No additional IPSEC tunnel based communication between Orchestrator and controller /CPE acceptable)	
53.	Separate reporting solution must be offered with sufficient storage to store 12 Months log and Solution should be able to handle provided devices. The solution should support Role based access control.	

54.	Centralized management appliance must show per location / device WAN links status –Uptime/Downtime, Availability, latency, delay, packet loss, bandwidth utilization of terminated links. The solution should display performance statistics per tunnel and application performance per carrier circuit.	
55.	Solution must have Zero Touch Provisioning to enable truly plug-in-play model for remote sites using LTE and dynamic broadband based WAN links.	
56.	Logs should also show near real-time per user/per tunnel statistics which must include sent/receive bytes, no. of sessions , bandwidth usage, sent/receive packets & source IP or user	
57.	Logging and reporting solution must have ready-made report template such as Top Users/ Top IP Addresses, Top Application, Top Destinations, Interface utilization per device per link, CPU and Memory usage of each device, malware / threat analysis report etc.	
58.	Logging and reporting appliance should also send an alert in case of WAN link failure and recovery and any changes or commands issued by an authenticated user should be logged to a database of the management system with multiple administrators who have administrative rights based on their roles. Solution should support role-based administration. Depending on their assigned role, administrators may have read-only or read-write.	
59.	Traffic reports: availability, Link Downtime, bandwidth usage per access circuit, bandwidth usage per application, latency, packet loss, QoS per access circuit and security reports as per features asked etc.	
60.	Centralized Management system should also provide the real time health status of all the branch devices on the dashboard for CPU & memory utilization	
61.	All network wide configurations shall be done from the centralized management solution and solution should have support for configuration rollback	
62.	Solution Audit Trail should contain at a minimum: a. The name of the administrator making the change b. The change made Time of change made	
63.	The offered solution should support integration with external workflow management solution to offer workflow functionality for authorization before any change management execution	
64.	The solution should have the capability to generate reports displaying application families using more bandwidth than their baseline.	
65.	System should have the capability to applications priority based on their performance taking into account parameters like link utilization, latency, jitter, loss etc.	
66.	The proposed solution should provide forecasting and what-if analysis to enable future planning based on application and bandwidth, branch expansion analysis and policy changes	
67.	The proposed solution should also provide intelligent recommendations for application quality of service categorization and policy changes for predictable application performance	
68.	The proposed solution should be capable of using advanced co-relation techniques and its contextual analysis data to reduce the number of false positives and turn only important events into alarms	

69.	Solution should able to support centralized single plane of management system to allow device configuration, Policy provisioning, Software updates and assurance capabilities.	
70.	The entire solution should support IP Persistence for remote sites without any dependency on the Static Public IP requirement	
71.	The deployed remote hardware and software should comply with Class-1 categorised make in India and must be registered on the Trusted Telecom Portal and complies with the Government of India's Class 1 Make in India guidelines, reinforcing national cybersecurity objectives	
72.	The components should not use any open source software components and should be compatible with the multiple type of hardware designs and architecture available in the market	
73.	The solution should support true packet based aggregation mechanism to achieve WAN aggregation and fail-over	
74.	The solution should support Orchestrator less operation and still run the traffic in the current state.	
75.	The SIM-based secure internet connectivity solution must be provisioned with 2 Nos of M2M SIM of two separate ISPs depending on the network coverage available at the remote site. The solution should be provided with backhaul connectivity at DC required for SIM-based Secure Networking controller and orchestrator	
76.	The SIM-based Secure Networking device should be provided with power backup appliance which can provide 4 to 6 Hrs of backup packed in a custom case for easy portability and in single cage solution.	

Additional Terms and Conditions: -

1. The SIM-based secure internet connectivity solution shall be provisioned with two M2M SIM cards from two different Internet Service Providers (ISPs), selected based on the optimal network coverage available at the remote site. Each SIM must include 50 GB of data usage and support pooled data configuration.
2. Solution must include Centralized Orchestrator and Central VPN concentrator, including all hardware and software licensing
3. Device Installation and Commissioning.