

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

Expression of Interest for selection of suitable partner from Empaneled Business Associate for Exclusive Pre-Bid teaming arrangement

For

“Procurement of Cloud Service from Meity Empanelled Vendor”

**EOI No: RailTel/EOI/COMKTG/BD/NDSA/2024-25 dated
18th April 2025**

EOI NOTICE

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

EOI Notice No: RailTel/EOI/COMKTG/BD/NDSA/2024-25 dated 18th April 2025

RailTel Corporation of India Ltd., (here after referred to as “RailTel”) invites EOIs from RailTel’s Empaneled Partners for the selection of suitable partner as Exclusive pre bid teaming arrangement for **“Procurement of Cloud Service from Meity Empanelled Vendor.”**

The details are as under:

1	Last date for submission of Technical Packet against EOI by bidders	24 th April 2025 at 15:00 Hours
2	Opening of Technical Bid of EOI.	24 th April 2025 at 15:30 Hours
3	Number of copies to be submitted for scope of work	One
4	Bid Cover	Single packet Single Cover
5	EOI fees (Non-refundable)	Not applicable
6	Token EOI EMD	a) Rs. 5,00,000/- (Five Lakhs Only) to be submitted along with EOI (To be submitted via online bank transfer only). For Online Transfer: RailTel Bank Details: Union Bank of India Account No.: 340601010050446 IFSC Code: UBIN0534064. b) Balance EMD to be submitted by selected Business Associate, in the form of BG/online transfer before submission of final bid to the end customer of the remaining value equivalent to customer EMD amount of Rs. 1,40,00,000 or 1% of BA bid value (whichever is higher). For Bank Guarantee as EMD: BG as EMD validity: Bid validity period (120 days from the customer bid submission end date) + 3 months and claim period of 1 year from BG expiry period. OR 3 months beyond customer’s bid validity (whichever is higher) (SFMS report guidelines: - BG advising message – IFN 760COV/ IFN 767COV via SFMS

		• To mandatorily send the Cover message at the time of BG issuance. • IFSC Code of ICICI Bank to be used (ICIC0000007). • Mention the unique reference (RAILTEL6103) in field 7037)
7	Customer RFP Details	GEM/2025/B/6048196 dated 14.04.2024 Tender for Procurement of Cloud Service from MeitY Empanelled Vendor

The EMD should be in favor of RailTel Corporation of India Limited payable at Delhi through online bank transfer or EMD can be submitted as PBG in favor of RailTel Corporation of India Limited. Partner needs to share the online payment transfer details like UTR No., date and Bank along with the proposal.

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

Level 1:

Contact: **Ms. Aarushi Sinha**

Designation: Deputy Manager/BD

Email: aarushi.sinha@railtelindia.com

Level 2:

Contact: **Sh. Yogesh Sen**

Designation: AGM/Mktg

Email: yogeshsen@railtelindia.com

Level 3:

Contact: **Sh. Arya Vrat Sharma**

Designation: JGM/EB

Email: aryavrat@railtelindia.com

Level 4:

Contact: **Sh. Alok V Agnihotri**

Designation: GM/BD

Email: avagnihotri@railtelindia.com

Note:

1. Empanelled partners are required to submit the EOI response on e-Nivida (<https://railtel.enivida.com/>) portal, duly signed by Authorized Signatories with Company seal and stamp.
2. The EOI response is invited from eligible **Empaneled Partners of RailTel only**.
3. All the documents must be submitted with **proper indexing and page no.**
4. This is an **exclusive pre-bid partnership arrangement with an empaneled business associate of RailTel for participating in the end customer RFP**. The selected partner's authorized signatory must give an undertaking for not submitting directly or indirectly their bids and techno-commercial solution/association with any other organization once selected in this EOI for pre-bid teaming arrangement (before and after submission of bid to the end customer organization by RailTel). This undertaking must be given with this EOI Response.
5. **Transfer and Sub-letting.** The Business Associate has no right to give, bargain, sell, assign, or sublet or otherwise dispose of the Contract or any part thereof, as well as to give or to let a third party take benefit or advantage of the present Contract or any part thereof.
6. Any technical and eligibility criteria sought from the bidder in the customer RFP may or may not be required as the criteria to be qualified by the participant business associate in this EOI. However, compliance of OEM criteria as sought in customer RFP must be provided by participant BA in the EOI.
7. Selected bidder shall support RailTel to submit invoices to end customer on time by providing completion certificates for its scope of work.
8. Bidder/selected partner understands that if he so selected will be treated as Bidder and not vendor in any manner. It is categorically agreed without any doubt that provision related to MSME shall not be applicable to the selected partner and payment terms shall be governed in accordance with the definitive agreement entered with the bidder.
9. Railtel shall raise the invoices to end customer as per project milestones. Successful bidder must ensure that project milestones are met so that invoicing can be done in time bound manner.
10. All terms and conditions are applicable on **back-to-back basis** on selected bidder as per customer RFP (GEM/2025/B/6048196 dated 14.04.2024). **No advance payment is applicable.**
11. **Variation** of the requirement will be on **back-to-back basis** as per customer RFP.
12. **Price schedule** to be submitted as per **customer RFP**.
13. A CSP Authorised Partner/Reseller may also apply on behalf of the CSP. However, the Pre-Qualification (PQ) and Quality and Cost Based Selection (QCBS) criteria must be solely fulfilled by the CSP. **An authorization letter from the CSP must be submitted through an Eligible Empanelled Business Associate of RailTel.**
14. Any partner who does not meet both criteria i.e., being an Empanelled Business Associate of RailTel and possessing valid authorization from the CSP—will not be considered qualified for the bidding process. Additionally, **CSP must also provide authorization to RailTel, designating them as an authorized partner to participate in the Customer RFP.**
15. The CSP Authorized Partner/Reseller must accept all terms and conditions on behalf of the CSP, with all necessary compliance documents duly signed by the CSP and submitted to RailTel for the said bid.