

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

**Expression of Interest for Selection of Partner  
from Empaneled Business Associate**

**For**

**“Selection of partner for establishment of ATL Labs in Government Schools of end customer”**

**EOI No: RailTel/EOI/COMKTG/EB/ATL/2026-27/02 dated 21 April 2026**

## **EOI NOTICE**

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

**EOI Notice No: RailTel/EOI/COMKTG/EB/ATL/2026-27/02 dated 21 April 2026**

RailTel Corporation of India Ltd., (here after referred to as “RailTel”) invites EOIs from RailTel’s Empaneled Partners for the selection of suitable partner for “Selection of partner for **establishment of ATL Lab** in Government Schools of end customer”

The details are as under:-

|   |                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|---|--------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | Last date for submission of Technical Packet against EOIs by bidders                             | 27 <sup>th</sup> April 2026 at 15:00 Hours                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 2 | Opening of Technical Bid of EOIs                                                                 | 27 <sup>th</sup> April 2026 at 15:30 Hours                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 3 | Number of copies to be submitted for scope ofwork                                                | One                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 4 | EOI fees inclusive tax (Non-refundable)                                                          | Rs. 5,900/- (Five Thousand Nine Hundred only)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 5 | Token EOI EMD                                                                                    | <p>Rs. 5,00,000/- (Five Lakhs Only) to be submitted along with EOI</p> <p><b>(To be submitted via online bank transfer only).</b></p> <p>RailTel Bank Details:<br/>Union Bank of India, Account No. 340601010050446, IFSC Code - UBIN0534064.</p> <p>Partner needs to share the online payment transfer details like UTR No. date and Bank along with the proposal.</p>                                                                                                                                                                                                                                                                                                                                                                                                                              |
| 6 | Balance EMD<br><br>(To be submitted by the shortlisted Business Associate to be intimated later) | <p>Balance EMD of Rs. 57,50,000/- (Fifty Seven lakhs Fifty Thousand only ).</p> <p>To be submitted by shortlisted Business Associate, in the form of BG/ Insurance Surety bond or online transfer before RailTel submit its bid to the end customer.</p> <p>i) In Case of Balance EMD is submitted in the form of Bank Guarantee:<br/>The validity: Bid validity period (180 days) + 2 months and claim period of 1 year from BG expiry period.</p> <p>SFMS report guidelines: -</p> <p>BG advising message – IFN 760COV/ IFN 767COV via SFMS</p> <ul style="list-style-type: none"><li>• To mandatory send the Cover message at the time of BG issuance.</li><li>• IFSC Code of ICICI Bank to be used (ICIC0000007).</li><li>• Mention the unique reference (RAILTEL6103) in field 7037.)</li></ul> |

|  |  |                                                                                                                                                                                                                                                                                                                                                                      |
|--|--|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  |  | <p><b>ii) In case Balance EMD is submitted through Online Transfer, the same may be transferred in the following Bank Account.</b></p> <p>RailTel Bank Details: Union Bank of India, Account No. 340601010050446, IFSC Code - UBIN0534064.</p> <p>Partner needs to share the online payment transfer details like UTR No. date and Bank along with the proposal.</p> |
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The EMD should be in the favor of RailTel Corporation of India Limited payable at Delhi through online bank transfer in favour 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.

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

EOI Notice and EOI Document are available on RailTel's website and can be downloaded from <https://www.railtel.in>. The Respondent shall bear all cost associated with preparation, submission/participation of the Expression of Interest. RailTel in no way will be responsible or liable for these costs regardless of the conduct or outcome of the bidding process.

All future information viz. corrigendum /addendum/ amendments etc. for this EOI shall be posted on RailTel's website only

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: Sh. Mustkeem  
Designation: Sr. DGM/Tech  
Email : [mustkeem@railtelindia.com](mailto:mustkeem@railtelindia.com)

**Level:2** Contact: Sh. Anuj Kumar  
Designation: Jt.GM/Finance.  
Email : [caanuj@railtelindia.com](mailto:caanuj@railtelindia.com)

**Level:3** Contact: Sh. Hemant Yadav  
Designation: Jt. GM/Govt. Business  
Email : [hemant Yadav@railtelindia.com](mailto:hemant Yadav@railtelindia.com)

**Note: -**

- Empaneled partners are required to submit a soft copy of the technical packet through an e-mail at [eoiebc04@railtelindia.com](mailto:eoiebc04@railtelindia.com) duly signed by Authorized Signatories with Company seal and stamp.
- The EOI response is invited from eligible Empaneled Partners of RailTel only.
- All the documents must be submitted with proper indexing and page no.
- This is an exclusive pre-bid partnership arrangement with an empaneled business associate of RailTel for participating in the end customer RFP. The selected partner's authorized signatory has to give an undertaking they will not submit directly or indirectly their bids and techno-commercial solution/association with any other organization once selected in this EOI for pre-bid teaming arrangement (before and after submission of bid to the end customer organization by RailTel). This undertaking has to be given with this EOI Response.
- Partner can submit their response as sole bidder or as Consortium. Maximum two members are allowed in the consortium. The lead bidder of consortium should be empaneled partner of RailTel or in process of empanelment/onboarding at the time of submission of bid response.
- 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.