



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

**Expression of Interest for Selection of Partner from Empaneled Business Associate for
EXCLUSIVE PARTNERSHIP TEAMING ARRANGEMENT**

For

**“Supply, installation and commissioning of Zero Trust Network
Architecture (ZTNA) licenses.”**

EOI No: RailTel/COMKTG/EB/EOI/ZTNA/2024-25/08 dated 3rd March 2025

EOI NOTICE

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

EOI Notice No: RailTel/COMKTG/EB/EOI/ZTNA/2024-25/08 dated 3rd March 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 partnership arrangement for participation in the end customer RFP “Supply, installation and commissioning of Zero Trust Network Architecture (ZTNA) licenses”.

The details are as under:

1	Last date for submission of Technical Packet against EOIs by bidders	5th March 2025 at 11:00 Hours
2	Opening of Technical Bid of EOIs	5 th March 2025 at 11:30 Hours
3	Number of copies to be submitted for scope of work	One
4	EOI fees inclusive tax (Non-refundable)	5,900/-
5	EOI EMD	a)Rs. 5,00,000/- (Five Lakhs Only) to be submitted along with EOI (To be submitted via online bank transfer only). RailTel Bank Details: Union Bank of India Account No.: 340601010050446 IFSC Code: UBIN0534064 b)Balance EMD amounting Rs. 15,00,000/- (Rs. Fifteen lakh only) to be submitted by selected Business Associate, in the form of BG/online transfer on or before 5th March 2025. For Bank Guarantee as EMD: BG as EMD validity: Bid validity period (180 days) + 3 months and claim period of 1 year from BG expiry period. 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

		(ICIC00000007). • Mention the unique reference (RAILTEL6103) in field 7037.) For Online Transfer: RailTel Bank Details: Union Bank of India Account No.: 340601010050446 IFSC Code: UBIN0534064.
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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 need 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: Vrishad Shahade
 Designation: AGM/Mktg
 Email: vrishad.shahade@railtelindia.com

Level:2 Contact: Anish Gusain
 Designation: DGM/Tech
 Email: anishgusain@railtelindia.com

Level:3 Contact: Hemant Yadav
 Designation: Jt. GM/Govt. Business
 Email : hemant Yadav@railtelindia.com

Note:

1. Empaneled partners are required to submit soft copy of technical packet through an e-mail at eoiebco@railtelindia.com duly signed by Authorized Signatories with Company seal and stamp.
2. The EOI response is invited from eligible Empaneled Partners of RailTel only. Only sole bidder are eligible and consortium is not allowed.
3. All the document must be submitted with **proper indexing** and **page no.**
4. This is an **exclusive 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 techno-commercial solution/proposal with any other organization once selected in this EOI for partnership teaming arrangement (before and after submission bid to end customer organization by RailTel). This undertaking has to be given with this EOI Response.
5. **Transfer and Sub-letting.** The Business Associate has no right to give, bargain, sell, assign or sublet or otherwise dispose of the Contract or any part thereof, as well as to give or to let a third party take benefit or advantage of the present Contract or any part thereof.
6. This is a single packet system EOI. Bidder must submit technical bid (eligibility documents and other documents) separately and financial bid separately in password protected copy in the same envelope.