

NOTICE**Sub: Partnering with Organizations (Software as-a Service)**

RailTel Corporation a "Mini Ratna (Category-I)" PSU is one of the largest neutral telecom infrastructure providers in the country owning a Pan-India Optic Fiber Network along the Railway Track and is having physical presence across almost every corners of the country. RailTel is intended to be partnered with "Software development organizations/Providers" those are having innovative solutions and services and ready to create sustainable businesses in all fields (Health, Education, Security, Agricultural, Infotainment, Entertainment, Trainings, Capacity Buildings, Skill Development etc.) jointly with RailTel as "**Software as a service (SaaS)**".

Benefits to get associated with RailTel:

RailTel Corporation a "Mini Ratna (Category-I)" was formed in Sept 2000 with the objectives to create nationwide Broadband Telecom and Multimedia Network in all parts of the country, RailTel is Certified with ISO9001, ISO27001, ISO20000 & CMMI-4 and is having Pan India presence with High Fiber and PoP density.

Key presence indicators:

- 60000+ Routes Kms. Along with Railway Tracks.
- 6110+ Station connected with OFC/WiFi.
- 21000+ Kms of City Access Network.
- Total 11000+ PoPs.
- National wide ILL & MPLS network.
- Tier-III certified and MeitY empanelled Data Centers at NCR region and Southern Region.
- Central NOC at Delhi with Regional NOCs at Mumbai, Hyderabad, Kolkata & Delhi.

Key Service Indicators:

- ISP (Internet Service Provider)
- Data Center Services.
 - ❖ LBaaS (Load Balancer as a Service).
 - ❖ SIEM (Security Information & Event Management).
 - ❖ eOffice Hosting.
 - ❖ Aadhar Authentication Services.
 - ❖ HD Video Conferencing Services.
 - ❖ SOC as a Service.
 - ❖ EaaS (Email as a Service).
- MPLS-VPN
- RailWire (Broad-band Services).
- Infrastructure Service Provider.
- SD-WAN as a service.
- Turnkey Solutions in ICT.
- e-Tendering & e-Auctioning on **SaaS Model**.
- Video Surveillance Services.

- Digital Solutions for education, Health, urban development etc.
- Rapid Application Development Platform as a Service (in Roadmap, Demo Ready).
- HMIS (Hospital Management Information System).
- Railways Signaling Projects.
- Bharat Net (Govt. initiative to provide broadband services to rural areas).

Key Customers:

E-Office hosting services - Indian Railways, Central Board of Indirect Taxes, EPFO, CMPFO, DFCCIL, RITES, RVNL, CWC, GMDA, IRCTC, HUDCO, Navi Mumbai Metro. Hosting/SOC/DDos-UTIITSL, EPFO, Min. of Health, ONGC, Bank of India, CERTIN/Energy. Application/Vendor/Portal & Hosting -RDSO, CLW, DLW, MCF, IRCTC and many more.

To serve all its customers even if it is positioned/located at the last corner of country, RailTel is having four regions (Northern/New Delhi, Eastern/Kolkata, Western/Mumbai & Southern/Secunderabad) and twenty-two functional Territories in place under the jurisdiction of these four (i.e. 4) regions covering almost all periphery of the country and at all these locations RailTel is having its engineers/officials in place for managing all types of activities (Marketing, Sales, Project, OnM etc.) available round the clock. Therefore, in collaboration with RailTel the reach and success ratio of usability of solutions/product (On SaaS Model) being offered to customer/s can be increased many folds since the need of physical presence (on-site trainings, handholding etc.) for successful implementation and thereafter services can easily be managed through available man power.

Program (EOI) for Association with RailTel:

To get associated with RailTel, we are having a program of "Empanelment of **Digital Service Partner (DSP)**" which is intended to invite and partner with the providers of innovative solutions and services. It is expected that "**Digital Service Partner (DSP)**" will work with RailTel to acquire new businesses and will make investments to execute such services on revenue sharing basis. This empanelment process is being done through EOI no. RailTel/EOI/MKTG/2019-20/DSP/493 which is available on RailTel's website (www.railtelindia.com).

Applicants requiring any clarification on this Program or any other information related to this EOI, following officials may please be contacted:

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22.08.2023

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