

RailTel Corporation of India Ltd

(A Government of India Enterprise)

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Ref: RailTel/EOI/CO/DNM/2017-18/423

Dated: 13/02/2018

Corrigendum-IV

Subject: - Empanelment of Business Partners.

Ref: i) This office EOI No: RailTel/EOI/CO/DNM/2017-18/423 dated 22/12/2017.

In **reference** to the above referred EOI, the following amendments are issued in the EOI document. The bids may be submitted in consideration of these amendments.

1. Clause No. 2.3.a (Responsibilities of an empaneled partner(s)) may be read as:

The empanelment partner shall respond to each request for quotation raised by RailTel within stipulated time decided by RailTel.

2. Clause No. 3.2, 3.8 & 3.9 (Eligibility Criteria) may be read as:

The applicant will be evaluated for empanelment as a business partner, inter-alia, based on the pre-qualification criteria mentioned below.

S. No.	Pre-Qualification Criteria	Reference Details/ Documentary Evidence
2	The applicant should have a cumulative turnover for category wise in last three years: a) Category One: Rs.15 Cr to Rs.25 Cr b) Category Two: Above Rs.25 Cr to Rs.75 Cr c) Category Three: Above Rs.75 Crore	Copy of audited balance sheet for the last 3 years
8	Successful Execution of Order (Minimum order value with Combination of upto Maximum five orders: a) Category One: Rs. 1 Cr to Rs.2 Cr b) Category Two: Above Rs.2 Cr and upto Rs Rs.20 Cr	Attach work orders/certificates specifying "completion" or "satisfactory work in progress" OR Reference Details on the applicant's letter head with contact details for reference.

S. No.	Pre-Qualification Criteria	Reference Details/ Documentary Evidence
	c) Category Three: Above Rs.20 Cr	
9	The applicant shall have at least 10 active professionals on company payroll (in the category applied for).	Certificate issued by HR / Authorized signatory

3. Clause No. 4.1.c (Period of Empanelment) may be read as:

RailTel will review the performances of the empaneled partners on Quarterly/Half-yearly basis taking into account the market potential and development. **However, RailTel reserves the right to terminate empanelment any time after reviewing One Year Performance of the Partner.**

4. New Clause No. 4.2.k (Earnest Money Deposit) is added:

Certain benefits / preferential treatment shall be extended to the registered MSMEs/NSIC as per guidelines issued in the latest notification of Ministry of MSME/NSIC/ Government of India. MSMEs who are interested in availing themselves of these benefits should enclose with their offer the proof of their being MSME registered with any of the agencies mentioned in the notification of Ministry of MSME and must also indicate the terminal validity date of their registration. However they have to submit the Bank Guarantee as applicable after the issuance of the LoI.

5. New Clause No. 5.m (Terms and Conditions) is added:

Based on the involvement of the Business Partner in various stages of converting/bringing business, suitable preference will be given to the concerned business partner in terms of higher lead factor during evaluation from selected business partner.

6. Clause No. 6.1.5 (Applicant's Profile Form) may be read as:

S No.	Applicant's Profile Form- Mandatory Information	
1	Status of Applicant (Partnership, Company etc.)	
2	Number of Years of Experience	
3	Classification of products offered (each in separate line) Example: Hardware/ Services etc.	

4	Number of office locations in India (Provide details of offices)	
5	Number of office locations globally (Provide details of offices)	
6	Number of employees in India and global	
7	Number of Industry Certified Professional employed in the Organisation for each Specialisation – CCNA, PMP, JAVA etc	
8	Number of Organisation Level Certifications Held – ISO, CMM etc	
9	Total revenue from sales in India (for last 3 financial years) Note: Provisional details may be attached for FY 2017-18.	FY 1 (2014-15)
		FY 2 (2015-16)
		FY 3 (2016-17)

7. The last date of submission of EOI for “Empanelment of Business Partners” issued vide this office EOI No. RailTel/EOI/CO/DNM/2017-18/423 dated 22/12/2017 is extended from **16/02/2018 to 26/02/2018 upto 15.00 Hrs.** EOI will now be opened at **15:30 Hrs. on 26/02/2018.**
8. The services of empaneled partners under this EOI can also be used by wholly owned subsidiaries of RailTel Corporation of India Limited.
9. All other terms and conditions will remain the same.



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