

Date : 12-Apr-2022

Corrigendum – 07

Sub: Expression of Interest (EOI) for Empanelment of Business Associates for Edge Data Centres across Indian Railways

- Ref:** i) This office EOI No. RailTel/EoI/CO/ITP/2021-22/100-EDC dated 05-Jan-2022
ii) Corrigendum – 01 dated 17-Jan-2022
iii) Corrigendum – 02 dated 10-Feb-2022
iv) Corrigendum – 03 dated 21-Feb-2022
v) Corrigendum – 04 dated 03-Mar-2022
vi) Corrigendum – 05 dated 17-Mar-2022
vii) Corrigendum – 06 dated 01-Apr-2022

In reference to the above referred EOI, pre-bid conference was held on 21.01.2022. Based on the queries submitted/raised by prospective bidders and discussions held during pre-bid conference on 21.01.2022, following amendments to the EOI conditions are being issued:

1) Change in Existing Clauses of EOI document:

SN	Existing Clause	Revised Clause
i)	3.6) Business from proposed Edge Data Centres to be invoiced in the name of RailTel. Revenue shall be realized in Escrow account and share of Business Associate shall be paid after deduction of RailTel share, Railway Share (07% of Gross Revenue) and Opex etc., if any incurred by RailTel.	3.6) Business from proposed Edge Data Centres to be invoiced in the name of RailTel. Revenue shall be realized in Escrow account and share of Business Associate shall be paid after deduction of Railways / RailTel share and Capex / Opex etc., if any incurred by RailTel.
ii)	4.1) The Bidder must be a company registered in India under Companies Act 1956/2013 or a Partnership Firm registered under the Limited Liability Partnership Act of 2008. Supporting Document: a) Copy of valid Certificate of Incorporation, PAN & GST Registration b) Copy of Annual Returns filed by the Organization c) Copy of Corporate Identification Number (CIN) d) Copy of registration with Government / Semi Government organizations, if any	4.1) The Bidder must be a company registered in India under Companies Act 1956/2013 or a Partnership Firm registered under the Limited Liability Partnership Act of 2008. Supporting Document: a) Copy of valid Certificate of Incorporation, PAN & GST Registration b) Copy of Corporate Identification Number (CIN)

SN	Existing Clause	Revised Clause
iii)	<p>4.4. The Bidder or its Holding Company / Wholly owned Subsidiary Company shall not have a conflict of interest with one or more bidding parties. Participation of bidder(s) with a conflict-of-interest situation will result in the disqualification of all bids in which it is involved. A bidder may be in a conflict of interest with one or more parties if including but not limited to:</p> <p>a. Have controlling shareholders as his/her family members viz. spouse, son, daughter, father, mother or brother etc. in common or;</p> <p>b. Have a relationship with each other directly or through common third parties that puts them in a position to have access to information about or influence on the EOI response of another interested bidder.</p> <p><i>Supporting Document:</i> Self-declaration is to be submitted in this regard.</p>	<p>4.4. The Bidder or its Holding Company / Associate / Subsidiary Company shall not have a conflict of interest with one or more bidding parties. Participation of bidder(s) with a conflict-of-interest situation will result in the disqualification of all bids in which it is involved. A bidder may be in a conflict of interest with one or more bidding parties if they have a relationship with each other directly or through common third parties that puts them in a position to have access to information about or influence on the EOI response of one or more bidder(s).</p> <p><i>Supporting Document:</i> Self-declaration is to be submitted in this regard.</p>
iv)	<p>4.5) The Bidder or its Holding Company or Wholly Owned Subsidiary Company should not be operating in areas by virtue of holding Department of Telecoms' (DoT) license e.g. ISP / NLD / ILD / MSO / UASL etc.</p>	<p>DELETED</p>
v)	<p>4.7. The Bidder should have prior experience of Building, Managing and Commercial Exploitation (non-captive) of at-least 01 IT infrastructure including data centre in last 07 Years (Data Centre buildings that are under construction shall also be considered based on due diligence & acceptance by RailTel, solely at the discretion of RailTel.)</p> <p>OR</p> <p>The Bidder should have prior experience of creating IT/Civil Infrastructure in last 7 Years. In this case Bidder has to submit the undertaking regarding to teaming/consortium with an ICT Partner who has have prior experience of Building, Managing and Commercial Exploitation (non-captive) of at-least 01 IT infrastructure including data centre in India in last 07 Years.</p> <p><i>Supporting Document:</i> Detailed duly sealed and signed self-declaration is to be submitted in this regard by Company Secretary (in case of Company) / Designated Partner(s) (in case of LLP).</p>	<p>4.7. The Bidder should have prior experience of Building, Managing and Commercial Exploitation (non-captive) of at-least 01 IT infrastructure including data centre in last 07 Years</p> <p>OR</p> <p>The Bidder should have prior experience of creating IT/Civil Infrastructure in last 7 Years. In this case Bidder has to submit the undertaking regarding to teaming/consortium with an ICT Partner who has have prior experience of Building, Managing and Commercial Exploitation (non-captive) of at-least 01 IT infrastructure including data centre in last 07 Years.</p> <p><i>Supporting Document:</i> Detailed duly sealed and signed self-declaration is to be submitted in this regard by Company Secretary (in case of Company) / Designated Partner(s) (in case of LLP).</p>

SN	Existing Clause	Revised Clause
vi)	<p><u>NOTE</u> (Under Clause 4. Pre-Qualification Criteria of Bidder):</p> <ul style="list-style-type: none"> i. Bidder can use the technical and financial strength of its Holding Company / wholly owned Subsidiary Company to fulfill the Pre-Qualification criteria mentioned at Clause No. 4.2 and Clause No. 4.7, above. ii. In the above case of Point (i), the Bidder shall submit an undertaking from the Holding Company / wholly owned Subsidiary Company as per the format mentioned at <i>Annexure-02</i> from the Holding Company / wholly owned Subsidiary Company along with Resolution of the company. iii. In continuation to the Point (ii) above, the Holding Company / wholly owned Subsidiary Company of the bidder should be in compliance of Clause No. 4.3, Clause No. 4.6, Clause No. 4.8 and Clause No. 4.9. 	<p><u>NOTE</u> (Under Clause 4. Pre-Qualification Criteria of Bidder):</p> <ul style="list-style-type: none"> i. Bidder can use the technical and financial strength of its Holding Company / Associate / Subsidiary Company to fulfill the Pre-Qualification criteria mentioned at Clause No. 4.2 and Clause No. 4.7, above. ii. In the above case of Point (i), the Bidder shall submit an undertaking from the Holding Company / Associate / Subsidiary Company as per the format mentioned at <i>Annexure-02</i> from the Holding Company / Associate / Subsidiary Company along with Board Resolution of the company. iii. In continuation to the Point (ii) above, the Holding Company / Associate / Subsidiary Company of the bidder should be in compliance of Clause No. 4.3, Clause No. 4.6, Clause No. 4.8 and Clause No. 4.9. Similar compliance will be required in case of Teaming/Consortium with ICT Partner. iv. For purposes of this EOI, definition of Holding Company, Associate Company & Subsidiary Company shall be as defined in the Companies Act 2013.
vii)	<p>5.1) The bidder along with EOI response should submit a detailed Capability Document consisting of but not limited to : Understanding of Background & Objective of EOI, Understanding of Broad Framework of Engagement & business Model, Bidder's current engagements with prospective Edge Data Centre Users, Design of Edge Data Centres for Efficient Utilization of Land / Space / Power, Sustainability Road-map for created Edge Data Centres for next 20 Years, Details of Similar Works Executed etc.. RailTel may seek presentation in this regard.</p>	<p>5.1) The bidder along with EOI response should submit a detailed Capability Document consisting of but not limited to:</p> <ul style="list-style-type: none"> a) Understanding of Objective of EOI b) Understanding of Broad Framework of Engagement c) Business Model and Viability d) Bidder's understanding of prospective Edge Data Centre Customers e) Design of Edge Data Centres for Efficient Utilization of Land / Space / Power f) 20 Years sustainability road-map for the created Edge Data g) Proposed Network / Connectivity Architecture for high availability of Edge Data Centres h) Operations set-up for maintaining of high SLA / uptime of services catered through Edge Data Centre i) Details of Data Centre (or similar work) Executed / Ongoing Works j) Any other point which may be came-up during the presentation.

SN	Existing Clause	Revised Clause
		The capability document shall be evaluated as per above submitted documents/ presentation.
viii)	Annexure-01 (List of Tentative Locations for Edge Data Centres)	i) One of the headers of the table may be read as 'State/UT' instead of 'State'. ii) 'Jammu & Srinagar' may be read as 'Jammu & Kashmir' under header of "State/UT". iii) State/UT of 'Jhansi' may be read as 'Uttar Pradesh' instead of 'Madhya Pradesh'. iv) State/UT of "Puducherry" may be read as "Puducherry" instead of 'Tamil Nadu'.
ix)	Annexure-02 (Undertaking from Holding Company / Wholly Owned Subsidiary Company)	Annexure-02 (Revised) (Undertaking from Holding Company / Associate / Subsidiary Company)

2) Introduction of New Clauses in EOI document:

SN	New Clause No.	New Clause
i)	3.13.	Engagements / Communications (if any), subsequent to this EOI stage, will be with business associates only, empanelled through this EOI process.
ii)	3.14	The interested bidders are required to submit the Eoi response for 102 locations across India at premises of Indian Railways along with timeframe for operationalization of these Edge Data Centres.
iii)	11.5	All documents consisting of EOI response are to be submitted-cum-uploaded at eNivida e-tender portal. Additionally, original Earnest Money Bank Guarantee (EMBG) should be submitted at the RailTel Office within 07 days from the last date of EOI submission, else the EOI response will not be considered for evaluation. The submitted physical document should be the exactly the same document, as uploaded at eNivida e-tender portal. No other document is to be submitted physically.
iv)	11.6.	Along with other documents consisting of EOI response submitted-cum-uploaded at eNivida e-tender portal, details of successful NEFT/RTGS transactions for 'EOI Response Processing Fees' in favour of RailTel is also to be submitted. In absence of these details, the EOI response is liable for rejection.
v)	11.7.	<p>Checklist of documents comprising of EOI response for submission-cum-uploading at eNivida e-tender portal is as below:</p> i) Transaction details of 'EOI Response Processing Fees' ii) Bidder Information & Profile (Annexure-03) iii) Copy of valid certificate of incorporation, PAN & GST Registration iv) Copy of Annual Returns filed by the Organization v) Copy of Corporate Identification Number (CIN) vi) Copy of registration with Government / Semi-Government organizations, if any vii) *CA certificate for Net Worth viii) *Self-Declaration in compliance to Clause No. 4.3., 4.4., 4.6., 4.7., 4.8. & 4.9. ix) *Power of Attorney and/or Board Resolution in favour of Authorised Signatory x) Capability Document as per Clause 5

*In case the bidder is utilizing credential of Holding Company / Associate Company / Subsidiary Company (as the case may be), then above documents pertaining to

SN	New Clause No.	New Clause
		Holding Company / Associate Company / Subsidiary Company are also to be submitted by the Bidder.
vi)	Annexure-03	Bidder Information & Profile
vii)	Annexure-04	Earnest Money Bank Guarantee (EMBG) Format
viii)	Annexure-B	Instruction to Bidders for Online Submission of EOI response

3) Revised Schedule of Events of EOI:

i)	EOI Document Availability	EOI document and subsequent corrigenda / clarifications will be available at RailTel's website www.railtelindia.com and www.railtel.enivida.com
ii)	EOI Response Processing Fess (Non-Refundable)	Rs. Two Lakh Only (Rs 2,00,000/-) to be paid through NEFT / RTGS in favour of RailTel Corporation of India Limited. RailTel Bank Details : Union Bank of India, Account No. 340601010050446, IFSC Code - UBIN0534064.
ii)	Earnest Money Bank Guarantee (EMBG)	Rs. One Crore Only (Rs 1,00,00,000/-) in favour of RailTel Corporation of India Limited. The EMBG should be issued by any scheduled commercial bank of India. The EMBG should be valid for Six (06) months from the last date of EOI submission. The empanelled bidders may need to further extend the validity of EMBG as the same EMBG will be considered as EMD for next stage RFP process, while EMBG of non-empanelled bidders will be returned. The format of EMBG is mentioned at Annexure-04. Copy of EMBG is to be uploaded at electronic portal for EOI submission along with SFMS report, while original copy of EMBG is to be submitted at RailTel Office address mentioned in this EOI document, within 07 days from the last date of EOI submission, else EOI response will not be considered for evaluation. For generating SFMS report, RailTel's required details are : Account Name : RailTel Corporation of India Ltd. Account No : 409001169400 Bank Name & Branch Address : RBL Bank Limited, Ground Floor, DLF Capitol Point, Baba Kharag Singh Marg, New Delhi – 110001 IFSC : RATN0000100
iii)	Last date & time of submission of EOI response	27-Apr-2022 (1500 Hrs)
iv)	Date & time of opening of EOI response	27-Apr-2022 (1600 Hrs)

v)	Last date & time of submission of Original Copy of EMBG	04-May-2022 (1500 Hrs)
vi)	Mode of Submission of EOI Response	Submission through electronic mode at www.railtel.enivida.com EOI response submitted through any other mode will not be accepted. Annexure-B of this corrigendum may be referred for details regarding electronic mode of submission.

4) Pre-Bid Queries and Clarification are also enclosed as *Annexure-A* of this Corrigendum-07.

The EOI response may be submitted in consideration to above amendments and the clarification issued for the pre-bid queries. **All other terms and conditions remain unchanged.**

Encl :

- i. Annexure-02 (Revised)
- ii. Annexure-03 (New) : Bidder Information & Profile
- iii. Annexure-04 (New) : Earnest Money Bank Guarantee Format
- iv. Annexure-A : Reply to Pre-bid Queries & Clarifications
- v. Annexure-B : Instructions for Online EOI Response Submission

**-Sd-
(Haritima Jaipurkar)
General Manager / ITP**

Undertaking from the Holding Company / Associate Company / Subsidiary Company

**FORMAT FOR NOTARIZED UNDERTAKING TO BE SUBMITTED BY HOLDING COMPANY /
ASSOCIATE COMPANY / SUBSIDIARY COMPANY**

(To be submitted in case the Bidder is utilizing credentials of Holding Company / Associate Company / Subsidiary Company)

*(To be executed on the letter head of the Holding Company / Associate Company / Subsidiary company) ***

I *(Name and designation)*** appointed as the attorney/authorized signatory## of *(Name of Holding Company / Associate Company / Subsidiary Company)*** being *Holding Company / Associate Company / Subsidiary Company* (hereinafter called the *Holding Company / Associate Company / Subsidiary Company*) of the *(Name of the Bidder Company)*..... (hereinafter called the Bidder) for the purpose of the Proposal for the work of ...*(name of work)*..... as per the EOI document No._____ of RailTel, do hereby solemnly affirm and state on behalf of the *Holding Company / Associate Company / Subsidiary Company* that the bidder has been authorized by us to use our technical and/or financial capability for meeting the technical and/or financial eligibility as specified in the EOI referred and in case of failure of the Bidder, we will be wholly responsible for the successful completion of work proposed to be rendered by the Bidder.

SIGNATURE OF THE AUTHORISED SIGNATORY

SEAL OF *THE HOLDING COMPANY / ASSOCIATE COMPANY / SUBSIDIARY COMPANY*

*** The contents in Italics are only for guidance purpose and details as appropriate, are to be filled in suitably.*

The documentary proof for authorizing the signatory on behalf of the Holding company / Associate Company / Subsidiary company in the form of Power of Attorney and/or Board Resolution is to be enclosed.

Bidder Information & Profile

1	Name of the Organization	
2	Address of the Organization	
3	Name & Designation of Contact Person-01	
4	Email of Contact Person-01	
5	Tel / Mob of Contact Person-01	
6	Name & Designation of Contact Person-02	
7	Email of Contact Person-02	
8	Tel / Mob of Contact Person-02	
9	Whether using the financial strength of Holding / Associate / Subsidiary Company in reference to Clause No. 4.2. ?	<i>(Yes/No)</i>
10	Whether using the technical strength of Holding / Associate / Subsidiary Company in reference to Clause No. 4.7. ?	<i>(Yes/No)</i>
11	Whether mentioning teaming / consortium with ICT Partner in reference to Clause No. 4.7. ?	<i>(Yes/No)</i>
12	Brief Background & Profile of the Organization	<i>(Limit response to a single one-sided A4 sheet of paper)</i>

FOR EARNEST MONEY BANK GUARANTEE FORMAT

(On Stamp Paper of Appropriate Value)

To,

General Manager (ITP),
RailTel Corporation of India Limited,
Plate-A, 6th Floor, Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110023

1. WHEREAS The RailTel Corporation of India Limited (CIN : L64202DL2000GOI107905), having its registered office at Plate-A, 6th Floor, Office Block Tower-2, East Kidwai Nagar, New Delhi – 110023 (herein after referred to as "RailTel" which expression shall unless repugnant to the context includes their legal representatives, successors and assigns), has issued an EOI document bearing No. EOI No. RailTel/EoI/CO/ITP/2021-22/100-EDC dated 05-Jan-2022 for for Empanelment of Business Associates for Edge Data Centres across Indian Railways, including corrigenda ("EOI Document").

2. AND WHEREAS M/s *[insert name of the organization with registered office address]* 110023 (herein after referred to as "Bidder" which expression shall unless repugnant to the context includes their legal representatives, successors and assigns) has decided to submit response for the said EOI as per the terms and conditions of the said EOI document.

3. AND WHEREAS one of the conditions of the said EOI document is that Bidder's EOI response shall be accompanied by a Bank Guarantee towards Earnest Money of Rs *[insert value as per the applied regions, in words as well as in figure]* from a scheduled commercial bank of India.

4. We *[insert the name and address and other particulars of the Bank (hereinafter referred to as 'the Bank')]* at the request of *[insert name of the Bidder]* do hereby undertake to pay RailTel an amount not exceeding Rs. (Rs Only) against any loss or damage caused to or suffered or would be caused to or suffered by the RailTel by reason of any breach by the said Bidder of any of the terms or conditions contained in the said EOI.

5. We, the Bank do hereby undertake to pay the amounts due and payable under this Guarantee without any demur, merely on demand from the RailTel stating that the amount is claimed is due by way of loss or damage by the said Bidder of any of terms or conditions contained in the said Agreement by reason of any breach by the said Bidder of any of the terms or conditions contained in the said EOI. Any such demand made on the Bank shall be conclusive as regards the amount due and payable by the Bank under this Guarantee. However, our liability under this guarantee shall be restricted to an amount not exceeding Rs (Rs. Only).

6. We, the Bank undertake to pay the RailTel any money so demanded notwithstanding any dispute or disputes raised by the Bidder in any suit or proceedings pending before any court or Tribunal relating thereto our liability under this present being, absolute and unequivocal. The payment so made by us under this Bond shall be a valid discharge of our liability for payment there under and the Bidder shall have no claim against us for making such payment.

4. We, the Bank further agree that the Guarantee herein contained shall remain in full force and effect during the validity period till RailTel certifies that the terms and conditions of the said EOI have been fully and properly carried out by the said Bidder and accordingly discharges this Guarantee. Unless a demand or claim under the Guarantee is made on us in writing on or before, We shall be discharged from all liability under this Guarantee thereafter.

5. We, the Bank further agree with the RailTel that the RailTel shall have fullest liberty without our consent and without affecting in any manner our obligations hereunder to vary any of the terms and conditions of the EOI or to extend time of to postpone for any time or from time to time any of the powers exercisable by the RailTel against the said Bidder and to forbear or enforce any of the terms and conditions relating to the said EOI and we shall not be relieved from our liability by reason of any such variation, or extension to the said Contractor or for any forbearance, act or omission on the part of RailTel or any indulgence by the RailTel to the said Bidder or by any such matter or thing whatsoever which under the law relating to sureties would, but for this provision, have effect of so relieving us.

This Guarantee will not be discharge due to the change in the constitution of the Bank or the Bidder.

(..... indicate the name of Bank) lastly undertake not to revoke this Guarantee during its currency except with the previous consent of RailTel in writing.

Dated the Day of 2022 for (Name of Bank)

In the presence of Witnesses:

1. Signature With Date
Name

2. Signature With Date
Name

Encl : SFMS Report

Pre-Bid Queries and Clarifications (EOI no. RCIL/Eoi/CO/ITP/2021-22/100-EDC dated 05.01.2022)				
SN	EOI Reference	Clarification Asked	Additional Clarification Remarks	RailTel's Reply
A				
M/s Teleindia Networks (01/08)				
1	Submission Date	Need Extension till March 30th	102 Edge DC workout need More Time .	Kindly refer to the issued Corrigenda.
2	Physical Pre-bid Meeting	Considering Pandemic Situation, we request for virtual meeting also (in addition to physical meeting)		Pre-bid Meeting conducted in virtual mode vide Corrigendum-01 dt. 17-Jan-2022
3	Physical Bid Submission	Considering Covid Pandemic situation, request for online submission.		Change of submission mode from 'physical' to 'electronic' mode was already conveyed vide Corrigendum-01 dt. 17-Jan-2022. For details related to electronic mode submission, Corrigendum-07 may be referred.
4	Ready OFC BW connectivity to Edge Data Centre shall be provided by RailTel.	Will there be mutple different fiber path on each location? How is latency and Availability, Need more details of the existing infrastructure		As per Clause No. 3.1 of EOI, it is mentioned that the count and respective locations mentioned are tentative and finalisation of related aspects may be done on the basis of EOI response submitted by interested bidders. RailTel intends to create Edge Data Centre at 102 locations across premises of Indian Railways. Further, most of the existing PoPs of RailTel near Railway Stations are in ring architecture. These PoPs will be further used to extend the connectivity to Edge Data Centres. In addition to this, any specific latency/availability parameters may be mentioned by bidder in the EOI response.
5	Land space of Railway Telecom premises to be arranged by RailTel	Does the survey and locations finalised based on the Concurrently Maintainable of edge-DC, is it going to be Tier 2 or Tier 3 support Edge DC? Civil/Power/Colling/Security level/Fiber Connectivity are being assessed? Specification of type of edge-DC required along Details of the locations with Coordinates		As per Clause No. 3.1 of EOI, it is mentioned that the count and respective locations mentioned are tentative and finalisation of related aspects may be done on the basis of EOI response submitted by interested bidders. RailTel intends to create Edge Data Centre at 102 locations across premises of Indian Railways.
6	Business from proposed Edge Data Centres to be invoiced in the name of RailTel. Revenue shall be realized in Escrow account and share of Business Associate shall be paid after deduction of RailTel share, Railway Share (07% of Gross Revenue) and Opex etc., if any incurred by RailTel.	RailTel after , Rental, Bandwidth Charge, Electricity Charge, Business Assocites need to share 7%. Seems on higher side	Request to revise and support with Optimal Cost	It is as per current MOU signed with Minsitry of Railways. However, Railways will be approached after analysing/examining business model submitted by bidders.
7	Land Rental Opex for one year to be paid in advance.	One Year Rental will be huge for DC Business	Suggestion: RailTel Need to Give one year Moratorium for an year to enhance the Digital India Activity .	As per the EOI clause.
8	The net worth of bidder as on 31-Mar-2021 should be minimum INR 1,104 Cr.	What is the Railtel strategy - is it going to be single Vendor for all 102 location?	We Request RailTel to consider Region wise or State head Quarter wise Split in to multiple vendors. So that the competition give the benefit to RailTel.	The EOI intends to empanel suitable business associates only at this stage. Further, the subsequent enagement contours will be decided as per the EOI response submitted by interested bidders.
9	Pre-Qualification Criteria of Bidder	Does the Consortium is allowed? If so what are the QRs?		Clause No. 4.7 of the EOI may be referred.
10	Pre-Qualification Criteria of Bidder	Does the Bidder Parent company Network be considered in this EOI?		Note under Clause no. 4 of the EOI may be referred.
B				
M/s Sterlite Technologies (02/08)				
1	General	We understand that any ROW / other permission required during the implementation and O&M phases will be the responsibility of Railtel. Kindly confirm if our understanding is correct.	This is required to understand the scope of the project.	Permissions required from Indian Railways will be looked after by RailTel. The documents/information forming the basis of permission is to be provided by the business associate (as applicable) to RailTel.

SN	EOI Reference	Clarification Asked	Additional Clarification Remarks	RailTel's Reply
2	3.12. RailTel's own Data Centre requirement to be given priority on commercial terms. Data Centre use for Railway critical application like LTE, TCAS etc. shall be met on priority. As per present assessment, it will be around 20% of planned capacity.	We understand that Railtel will be responsible for migrating such applications to the new edge data centers. Bidder needs to support only for configuring the necessary server, storage and virtualization for running the OS (PAAS model), as per the requirement of Railtel.	This is required to understand the scope of the project.	Clause No. 3.3 of the EOI may be referred
3	3.1 Tentative capacity of envisioned Edge Data Centre at each location can be of around 20 Racks (05 KW each) requiring land space of in range of 300 sqm to 428 sqm. However, Edge Data Centre with variable rack and power density can be explored as per the requirement and availability of space, power and other factors at individual locations.	Kindly clarify that Edge DC specification / certification details for Tier certifications from Uptime /Tia 942 standards, if any. Also provide the Tier level details like Tier/ Rated system details (Tier III /Rated 3)	To clarify the scope of work	The EOI intends to empanel suitable business associates at this stage. Further, the subsequent enagement contours will be decided as per the EOI response submitted by interested bidders. Bidder to propose design and technical specifications of Edge Data Centre in their EOI response.
4	3.1 Tentative capacity of envisioned Edge Data Centre at each location can be of around 20 Racks (05 KW each) requiring land space of in range of 300 sqm to 428 sqm. However, Edge Data Centre with variable rack and power density can be explored as per the requirement and availability of space, power and other factors at individual locations.	Bidder is considering that following supporting infra will be created (Civil construction will not be in a bidder scope) with cooling system: 1. Utility room 2. Wash room (ladies & gents) 3. Staging room (for 2 racks) 4. Reception 5. Workstations (4 nos) with sitting	To clarify the scope of work	Clause No. 3.3 and Clause No. 5.1 of the EOI may be referred
5	3.2. RailTel shall have the responsibility of pursuing with Indian Railways for getting the required land/ space, for setting-up Edge Data Centre at respective locations for a period of 20 Years. The technical drawings for the proposed layout at respective location shall be arranged by the selected business associate. The proposed engagement period between RailTel and Selected Business Associate will be of 20 Years. The engagement period can be increased / decreased basis on EOI response submitted by interested bidders.	As per our understanding, Railtel will provide 3phase 415V, 50Hz required power (EB power and DG Power) Tapp off point near to the Edge Data Center. Please confirm if our understanding is correct	To clarify the scope of work	Clause No. 3.3 of the EOI may be referred.
6	Tentative capacity of envisioned Edge Data Centre at each location can be of around 20 Racks (05 KW each) requiring land space of in range of 300 sqm to 428 sqm. However, Edge Data Centre with variable rack and power density can be explored as per the requirement and availability of space, power and other factors at individual locations.	Kindly outline the Monitoring system requirements like Local /Centralized monitoring system is required	To clarify the scope of work	Clause No. 3.3 and Clause No. 5.1 of the EOI may be referred.

SN	EOI Reference	Clarification Asked	Additional Clarification Remarks	RailTel's Reply
7	Physical Submission of Sealed Envelope containing EOI response. The physical submission is to be done at the address of RailTel Office issuing this EOI. as mentioned in this EOI document. EOI response submitted through any other mode will not be accepted.	Due to the unprecedented times of Covid, we would request you to kindly accept the EOI response through e-mail.		Kindly refer Corrigendum-07 in this regard.
8	3.4 RailTel shall have the responsibility of providing the telecom / internet connectivity to the Selected Business Associate at mutually agreed commercials.	Kindly share the BW SLA & availability on the respective locations		As per Clause No. 3.1 of EOI, it is mentioned that the count and respective locations mentioned are tentative and finalisation of related aspects may be done on the basis of EOI response submitted by interested bidders. RailTel intends to create Edge Data Centre at 102 locations across premises of Indian Railways. Further, RailTel's most of the existing PoPs near Railway Stations are in ring architecture. These PoPs will be further used to extend the connectivity to Edge Data Centres. As per industry standards, targeted SLA is 99.5%.
9	3.3 RailTel will facilitate in getting electricity connections from Indian Railways with separate meter. Selected Business Associate will have to pay directly to Indian Railways as per extant rules of Railways.	Please share how many Power sources are available. Also, confirm the availability of the DGs for the power backup or redundancy.		Clause No. 3.3 and Clause No. 5.1 of the EOI may be referred
10	3.4 RailTel shall have the responsibility of providing the telecom / internet connectivity to the Selected Business Associate at mutually agreed commercials.	Kindly share the number of telecom connectivity sources available on each location		Currently, telecom connectivity is planned to be extended using RailTel's network. Further, RailTel will facilitate to make available redundant connectivity from other providers, as per the scenario.
11	3.2. RailTel shall have the responsibility of pursuing with Indian Railways for getting the required land / space, for setting-up Edge Data Centre at respective locations for a period of 20 Years.	Kindly share the range of rent of land lease on monthly or yearly basis; Also, confirm whether the rental amount will be fixed for span of 20 years or will it vary in tenure.		This shall be as per Indian Railways rules for Land Licensing. Interested Bidders are supposed to be conversant with related Indian Railway's rules/guidelines.
12		Kindly confirm whether the contract will be awarded to one Business associate or it can be awarded to multiple business associates.		The EOI intends to empanel suitable business associates only at this stage. Further, the subsequent engagement contours will be decided as per the EOI response submitted by interested bidders.
13	3.6. Business from proposed Edge Data Centres to be invoiced in the name of RailTel. Revenue shall be realized in Escrow account and share of Business Associate shall be paid after deduction of RailTel share, Railway Share (07% of Gross Revenue) and Opex etc., if any incurred by RailTel.	Is the mentioned 07% of the Gross revenue, will be the collective share of Railtel & Railways. Or it will be 07% individually. Kindly confirm		As per the EOI clause.
C M/s Larsen & Toubro Limited (03/08)				
1		Please confirm the average rack density for each location?		As per Clause No. 3.1 of EOI, it is mentioned that the count and respective locations mentioned are tentative and finalisation of related aspects may be done on the basis of EOI response submitted by interested bidders. RailTel intends to create Edge Data Centre at 102 locations across premises of Indian Railways.
2		Whether any certifications required from TIA/Uptime? How to decide the redundancies during designing the Data Center as it will impact the Capex.		The EOI intends to empanel suitable business associates at this stage. Bidders are supposed to submit detailed technical proposal including all such requirement.

SN	EOI Reference	Clarification Asked	Additional Clarification Remarks	RailTel's Reply
3		Who will be developing the reference architecture for IaaS and PaaS services? And how will the technical resources be billed?		Clause No. 3.3 and Clause No. 5.1 of the EOI may be referred
4		What is the timeline for the overall project? And what are the milestones (also, timeline for setting up one data center)?		Timelines/milestones of the project will be evaluated based on the EOI response from the industry.
5		What is the overall scope of work? Will the 102 data center be given to a single bidder? Or the entire project will be packaged in different parcels.		The EOI intends to empanel suitable business associates at this stage. Further, the subsequent engagement contours will be decided as per the EOI response submitted by interested bidders.
6		We understand that 20% of the Data Center space will be occupied by Critical Railways Apps. How much approx. revenue is expected from these 20% / what are the services to be taken from the data centers?		The requirement mentioned is indicative and requirement of Indian Railways will be treated as customer's requirement in reference to Clause No. 3.10 & 3.11 of the EOI.
7		Are external clients allowed other than the Railways? Who will be responsible for bringing the clients?		Bringing the Clients will be joint Go-to-Market responsibility. Clause No. 3.11 of the EOI may be referred.
D M/s Lightstorm (04/08)				
1		1) list of contact points for different sites to be provided by RailTel for coordination of site visits 2) Given Covid scenario, larger # of sites, and the time constraints, request to provide Geo-coordinate points to see the sites virtually 3) Pl. also provide additional details regarding space dimensions and other conditions like environment by site		As per Clause No. 3.1 of EOI, it is mentioned that the count and respective locations mentioned are tentative and finalisation of related aspects may be done on the basis of EOI response submitted by interested bidders. RailTel intends to create Edge Data Centre at 102 locations across premises of Indian Railways.
2	Pre-bid Meeting Date and Venue on 1530 Hrs on 18-Jan-2022 at RailTel Office issuing this EOI document	Considering Covid Pandemic situation, we request for virtual meeting also (in addition to physical meeting) to be organized for larger participation from across the country		Pre-bid Meeting conducted in virtual mode vide Corrigendum-01 dt. 17-Jan-2022
3	Ready OFC BW connectivity to Edge Data Centre shall be provided by RailTel	Provision for other operator (s) BW as secondary and tertiary connectivity which is a business requirement to operate Data centers as neutral locations to be available		Currently, telecom connectivity is planned to be extended using RailTel's network. Further, RailTel will facilitate to make available redundant connectivity from other providers, as per the scenario.
4	OFC BW connectivity Rates to be charged from Business Associate as per policy of RailTel approved for time to time	1) Details of Prevailing BW rates to be shared by RailTel as part of input to business plan 2) BW connectivity rates and changes to the same to be discussed with Business associates		The EOI intends to empanel suitable business associates only at this stage. Required Details of Bandwidth will be shared at subsequent stages based on the EOI response by interested bidders.
5	Land space of Railway Telecom premises to be arranged by RailTel for which Land rental shall be borne by the Business Associate as part of Opex.	1) Details regarding prevailing or tentative rates for land space to be provided by RailTel as part of business plan preparation 2) Land lease Rates (Opex) to be discussed with Business associates by location		This shall be as per Indian Railways rules for Land Licensing. Interested Bidders are supposed to be conversant with related Indian Railway's rules/guidelines. Further, required details of Land Space will stand shared with selected Business Associates.
6	Most of the locations are having RailTel Point of Presence (PoP) having readily available telecom connectivity and basic infrastructure	What is meant by basic infra? Clarifications regarding the basic infrastructure details in all the 102 locations to be shared by RailTel		As per Clause No. 3.1 of EOI, it is mentioned that the count and respective locations mentioned are tentative and finalisation of related aspects may be done on the basis of EOI response submitted by interested bidders. RailTel intends to create Edge Data Centre at 102 locations across premises of Indian Railways. Further, basic infra refers to ready availability of fiber based bandwidth connectivity and power source.

SN	EOI Reference	Clarification Asked	Additional Clarification Remarks	RailTel's Reply
7	Tentative capacity of envisioned Edge Data Centre at each location can be of around 20 Racks (05 KW each) requiring land space of in range of 300 sqm to 428 sqm	Details of location wise space to be shared - which locations have lower space available (300 sqm) and which locations have higher space available (428 sqm)		As per Clause No. 3.1 of EOI, it is mentioned that the count and respective locations mentioned are tentative and finalisation of related aspects may be done on the basis of EOI response submitted by interested bidders. RailTel intends to create Edge Data Centre at 102 locations across premises of Indian Railways. Bidder in their proposal may suggest the space requirement.
8	RailTel will facilitate in getting electricity connections from Indian Railways with separate meter	1) Details of power source (s) and power back-up if available (DG sets), with back up time 2) Power source, other than that of Railways is allowed? This is one of the important DC design considerations and a business considerations by OTT and enterprise		1) Clause No. 3.3 of the EOI document may be referred. 2) Railways' No Objection Certificate (NOC) is required to get power sources from local discoms. RailTel will liason with Railways for getting NOC as per the scenario. Further, issuance of NOC is at discern of Railways.
9	Land Rental Opex for one year to be paid in advance	Clarification on Land Opex paid in advance; Is it for every year or only for the first year as security deposit?		This shall be as per Indian Railways rules for Land Licensing. Interested Bidder is supposed to be conversant with related Indian Railway's rules/guidelines.
10	RailTel's own Data Centre requirement to be given priority on commercial terms. Data Centre use for Railway critical application like LTE, TCAS etc. shall be met on priority. As per present assessment, it will be around 20% of planned capacity	Projections of RailTel DC requirements to be shared		The EOI intends to empanel suitable business associates only at this stage. Required details will stand shared with selcted Business Associates.
11	The net worth of the bidder as on 31-Mar21 should be minimum 1,104 Cr	In consideration of the large capax involved, ~upto 1000 Cr. We suggest the Net Worth / assets under management (AUM) to be of ~3500 Cr. The Bidder/ the Net Worth of their respective Associates to also be eligible, for purposes of this EOI, Associate means, in relation to the Bidder, a person who controls, is controlled by, or is under the common control with such Bidder (the "Associate"). As used in this definition, the expression "control" means, with respect to a person which is a company or corporation, the ownership, directly or indirectly, of more than 50% (fifty per cent) of the voting shares of such person,		As per the EOI clause and Corrigendum-07.
E M/s Yotta (05/08)				
1	The net worth of bidder as on 31-Mar-2021 should be minimum INR 1,104 Cr.	1. There is a mention that bidder can use the technical and financial strength of its Holding Company, we would seek clarification that in case of consortium (SPV formed for bidding), pro rata Net Worth of Promoter in accordance to their final shareholding in the consortium should be considered. For example, Net worth of Promoter is INR 3000 Cr., and they have 40% shareholding in bidding consortium (SPV), Net worth of consortium shall be considered as INR 1200 Cr. 2. for technical criteria, one can use technical criteria of a parent having more than 50% shareholding.		EOI clause is self-explanatory. Consortium may be used only to meet technical criteria as per Clause 4.7 of EOI.
F M/s AdaniConneX (06/08)				

SN	EOI Reference	Clarification Asked	Additional Clarification Remarks	RailTel's Reply
1	Business from proposed Edge Data Centres to be invoiced in the name of RailTel. Revenue shall be realized in Escrow account and share of Business Associate shall be paid after deduction of RailTel share, Railway Share (07% of Gross Revenue) and Opex etc., if any incurred by RailTel.	Kindly confirm on the min. and max. share % expected by RAILTEL as a part of the engagement apart from Railway Share of 07%		The EOI intends to empanel suitable business associates at this stage. Further, the subsequent engagement contours will be decided as per the EOI response submitted by interested bidders.
2	Business from proposed Edge Data Centres to be invoiced in the name of RailTel. Revenue shall be realized in Escrow account and share of Business Associate shall be paid after deduction of RailTel share, Railway Share (07% of Gross Revenue) and Opex etc., if any incurred by RailTel.	Kindly confirm if any existing customer of the Business Associate can be serviced from the Edge DCs wherein the contract is between the end customer and Business Associate only.		Clause No. 3.6 of the EOI may be referred. Bidder may suggest further through EOI response.
3	Land Rental Opex for one year to be paid in advance.	Request modification of the clause for the Land Rental Opex to be paid on a monthly or a quarterly basis rather than yearly advance		This shall be as per Indian Railways rules for Land Licensing. Interested Bidders are supposed to be conversant with related Indian Railway's rules/guidelines.
4	Final Selected Business Associate will bear all the Capex (including replacement of Capex at required interval) and Opex during the engagement period, to Create and Manage the Edge Data Centre at the locations, including but not limited to land / space lease charges of Indian Railways, Electricity Connection and Consumption charges for the Electricity connection taken from Indian Railways. RailTel will facilitate in getting electricity connections from Indian Railways with separate meter. Selected Business Associate will have to pay directly to Indian Railways as per extant rules of Railways.	Kindly confirm the scope of Railtel in the entire association as the Business Associate is responsible for all OPEX - land rental, electricity etc. along with CAPEX for IT infrastructure and its refresh. Connectivity charges can be borne by customers directly through Railtel without any Business Associate intervention.		EOI document is self-explanatory in this regard.
5	For the tentative locations list mentioned at Annexure-01, most of the locations are having RailTel Point of Presence (PoP) having readily available telecom connectivity and basic infrastructure. Tentative capacity of envisioned Edge Data Centre at each location can be of around 20 Racks (05 KW each) requiring land space of in range of 300 sqm to 428 sqm.	We assume that basic infrastructure will include core and shell (building) with basic pre-requisites to setup datacenter of Tier 3 standards. Kindly confirm on our understanding.		Basic infra infers to availability of fiber based bandwidth connectivity and Power Source.
6	General Query	We understand that organisations/ Business Associates shortlisted as a part of the EOI shall only be considered in the RFP stage.		As per the EOI clause and Corrigendum-07.
G	M/s GMR Group (07/08)			

SN	EOI Reference	Clarification Asked	Additional Clarification Remarks	RailTel's Reply
1	Clause 4. Pre-Qualification Criteria of Bidder	GMR wish to undertake this project in a new entity with undertaking from Holding company / subsidiary. Since the company is new and there is no transaction in this entity, it is not registered under GST. However, GMR assures that on winning the BID we will register for GST. Will this be acceptable to RailTel? Authority is requested to clarify this		EOI document is self-explanatory in this regard.
2	Clause 4. Pre-Qualification Criteria of Bidder	Since Data Centre is upcoming concept in India, we request that experience in developing and managing international data centre in-lieu of developing Indian data centre shall be considered for eligibility. Authority is requested to confirm.		Kindly refer Corrigendum-07 in this regard.
3	Clause 4. Pre-Qualification Criteria of Bidder	Authority is requested to provide the definition of "Net Worth". Will equity increase from Other Comprehensive Income be part of Net Worth calculation? Authority is requested to clarify this:		Net worth includes equity share capital and all reserves minus losses as per balance sheet.
4	General	What is the Consortium bidding criteria – e.g. number of consortium partner, minimum shareholding, Lead member definition, consortium exit clause etc.? Authority is requested to clarify this..		As per the EOI, business associate will have sole responsibility for the said work. Further, Clause No. 4.7 of Corrigendum-07 may be referred in this regard.
5	General	We understand qualified bidder can bring consortium partner at the bid stage. So at EOI stage no consortium is required to form. Is this understanding correct? Authority is requested to clarify this..		–do–
6	Clause 4.7 The Bidder should have prior experience of Building, Managing and Commercial Exploitation (non-captive) of at-least 01 IT infrastructure including data centre in last 07 Years	Can the requirements of tender be adjusted to recognize international data center operations experience?		Kindly refer Corrigendum-07 in this regard.
7	Clause 4.7 The Bidder should have prior experience of creating IT/Civil Infrastructure in last 7 Years.	Authority is requested to define eligible projects that are classified as IT/Civil Infrastructure.		IT infrastructure refers to Hardware, software, network related work for creation, operation and management of an enterprise IT environment. Civil Infrastructure refers to Construction of building, roads and utilities etc.
8	Clause 3.2 The proposed engagement period between RailTel and Selected Business Associate will be of 20 Years. The engagement period can be increased / decreased basis on EOI response submitted by interested bidders.	Since it a capital intensive project and full occupancy will happen over a period of time. Would RailTel be open to an initial term of 20 years and then two renewals of each five-year terms. Authority is requested to clarify this.		The EOI intends to empanel suitable business associates at this stage. Further, the subsequent enagement contours will be decided as per the EOI response submitted by interested bidders.
9	Clause 6.4: "Each applicant shall submit only one EOI response cum proposal."	What is expected in proposal? Is EOI response and proposal same? Authority is requested to clarify this.		The clause is self-explanatory. Further, Clause No. 04 (Pre-Qualification) and Clause No. 5.1 of the EOI may be referred.
10	General	What is the bidding criteria? Authority is requested to clarify this.		Clause No. 04 (Pre-Qualification) and Clause No. 5.1 of the EOI may be referred.
11	General	How the bidding is expected to happen for 102 locations? Is bidder required to bid all locations, or all these locations will be grouped into multiple clusters and then bidder can choose the preferred clusters for bidding? Authority is requested to clarify this.		The EOI intends to empanel suitable business associates at this stage. Further, the subsequent enagement contours will be decided as per the EOI response submitted by interested bidders.

SN	EOI Reference	Clarification Asked	Additional Clarification Remarks	RailTel's Reply
12	General	a) Will the edge data centers be designed to accommodate American Hyperscalers companies like Facebook, Google and Amazon Web Services? b) What kinds of customers does RailTel expect to attract with this business model? Authority is requested to clarify this.		a) Clause No. 3.3. and Clause No. 5.1 of EOI may be referred b)Bringing the Clients will be joint Go-to-Market responsibility. Clause No. 3.11 of the EOI may be referred.
13	General	Is it possible for bidder to retain rights to their own fibre or run additional fibre as required? Authority is requested to clarify this.		Currently, telecom connectivity is planned to be extended using RailTel's network. Further, RailTel will facilitate to make available redundant connectivity from other providers, as per the scenario.
14	General	Can bidder procure more than the 480 sqm allotment at certain locations? Authority is requested to clarify this.		As per Clause No. 3.1 of EOI, it is mentioned that the count and respective locations mentioned are tentative and finalisation of related aspects may be done on the basis of EOI response submitted by interested bidders. RailTel intends to create Edge Data Centre at 102 locations across premises of Indian Railways. Additionally, Clause No. 5.1 of the EOI may be referred.
15	General	Bidder is a green operator. What are the opportunities for roof top solar? Authority is requested to clarify this.		Query not relevant to the EOI.
16	General	What is the expected tier level (resilience) for these edge locations? Authority is requested to clarify this.		The EOI intends to empanel suitable business associates at this stage. Further, the subsequent engagement contours will be decided as per the EOI response submitted by interested bidders.
H M/s Sterling & Wilson (08/08)				
1		What will be the tenure of the revenue sharing agreement ?		Clause 3.2 of the EOI may be referred. Further, the subsequent engagement contours will be decided as per the EOI response submitted by the interested bidders.
2		We need more information on the business model.		Bidders may submit proposal on the basis of terms stated in EOI. Additionally, Clause No. 5.1 of the EOI may be referred.
3		Do we need to pay a fix amount to Railtel / Railways, whether revenue is earned or not ?		The EOI intends to empanel suitable business associates only at this stage. Further, subsequent engagement contours will be decided as per the EOI response submitted by interested bidders.
4		Who shall be responsible to sell the services of Edge Data Centers ?		Clause No. 3.6, 3.10 & 3.11 of the EOI may be referred.
5		Will there be a lock in period until 20 years and what will be the penalty to exit the contract?		The engagement period will be decided as per the EOI response submitted by interested bidders.
6		Can we withdraw after submission of EOI ?		This will be as per discretion of interested bidder. However, it may be noted that, EOI processing fees once submitted, will not be refunded in any circumstances.
7		Will the rental be fixed for 20 years or will it be increased after few years? Along with the land, provision of power/transformers will also be provided by Railtel or a separate liasioning to be done by business partners?		i) Regarding Rental : This shall be as per Indian Railways rules for Land Licensing. Interested Bidders are supposed to be conversant with related Indian Railway's rules/guideline. ii) EOI Clause No. 3.3 may be referred in this regard
8		Nothing is mentioned related to the payments terms in the EOI. Entire Capex and Land Rental Opex for one year to be paid in advance by the business partner.		The EOI intends to empanel suitable business associates only at this stage. Further, subsequent engagement contours will be decided as per the EOI response submitted by interested bidders.

SN	EOI Reference	Clarification Asked	Additional Clarification Remarks	RailTel's Reply
9		Need clarification on whether O&M for 20 years would be with business partner or Railtel will be taking its responsibility? In this case, SLA to be signed mutually.		Clause no. 3.2 and 3.3 of the EOI are clear. It will be responsibility of Business Associate.
10		Need clarification on Warranty of the product.		Clause No. 3.2. and 3.3 of the EOI may be referred.
11		Need clarification on the project timelines and prioritization within 102 sites, which sites to be installed and commissioned first.		As per Clause No. 3.1 of EOI, it is mentioned that the count and respective locations mentioned are tentative and finalisation of related aspects may be done on the basis of EOI response submitted by interested bidders. RailTel intends to create Edge Data Centre at 102 locations across premises of Indian Railways.

Instructions for Online EOI Response Submission

1. The bidders are required to submit soft copies of their bids electronically on the e-tender Portal, using valid Class 3 Digital Signature Certificates. The instructions given below are meant to assist the bidders in registering on the e-tender Portal, and submitting their bid online on the e-tendering portal as per uploaded bid. Prepare their bids in accordance with the requirements and submitting their bids online on the e-tender Portal.

More information useful for submitting online bids on the e-tender Portal may be obtained at : <https://railtel.enivida.com>

2. REGISTRATION :

- a. Bidders are required enroll on the e-Procurement Portal (URL: <https://railtel.enivida.com>) with clicking on the link "Bidder Registration" on the e-tender Portal by paying the Registration fee of Rs.2360/- (non-refundable) Per vendor for 01 year.
- b. As a part of the enrolment process, the bidders will be required to choose a unique username and assign a password for their accounts.
- c. Bidders are advised to register their valid email address and mobile numbers as part of the registration process. These would be used for any communication with the bidder.
- d. Upon enrolment, the bidders will be required to register their valid Digital Signature Certificate (**Only Class III Certificates with signing + encryption key usage**) issued by any Certifying Authority recognized by CCA India (e.g. Sify / TCS / nCode / eMudhra etc.), with their profile.
- e. Only one valid DSC should be registered by a bidder. Please note that the bidders are responsible to ensure that they do not lend their DSC to others which may lead to misuse.
- f. Bidder can then logs in to the site through the secured log-in by entering their user ID /password and the password of the DSC / e-Token.
- g. The scanned copies of all original documents should be uploaded in pdf format on portal <https://railtel.enivida.com>.
- h. After completion of registration payment, you need to send your acknowledgement copy on enivida help desk mail id : enividahelpdesk@gmail.com, for activation of your account.

3. SEARCHING FOR EOI DOCUMENTS :

- a. There are various search options built in the RailTel Corporation Of India Limited e-tender Portal, to facilitate bidders to search active tenders by several parameters.
- b. Once the bidders have selected the tender(s) they are interested, they can pay the tender processing fee Rs 2950/-(non-refundable) per tender by net-banking / Debit / Credit card. After that respective bidder may download the required documents / tender schedules, Bid documents etc. Once you have paid both fees, tenders will be moved to the respective "requested" Tab. This would enable the e- tender Portal to intimate the bidders through SMS / e-mail in case there is any corrigendum issued to the tender document.
- c. **Please note that the 'tender processing fees' is different from 'EOI Response Processing Fees'. While the 'tender processing fees' is to be paid at eNivda e-tender portal (www.railtel.enivda.com), 'EOI Response Processing Fees' is to be paid directly to RailTel through online transfer (RailTel Bank Details: Union Bank of India, Account No. 340601010050446, IFSC Code - UBIN0534064).**

4. PREPARATION OF EOI RESPONSE :

- a. Bidder should take into account any corrigendum published, before submitting their EOI response.
- b. Please go through the EOI advertisement and the EOI document carefully to understand the documents required to be submitted as part of the EOI response.
- c. Bidder, in advance, should get ready the bid documents to be submitted as indicated in the EOI document / schedule and generally, they should be in PDF formats. Bid Original documents may be scanned with 100 dpi with coloured option which helps in reducing size of the scanned document.
- d. To avoid the time and effort required in uploading the same set of standard documents which are required to be submitted as a part of every bid, a provision of uploading such standard documents (e.g. PAN card copy, annual reports, auditor certificates etc.) has been provided to the bidders. Bidders can use "My Documents" available to them to upload such documents.
- e. These documents may be directly submitted from the "My Documents" area while submitting a bid, and need not be uploaded again and again. This will lead to a reduction in the time required for bid submission process.

5. SUBMISSION OF BIDS :

- a. Bidder should log into the website well in advance for the submission of the bid so that it gets uploaded well in time i.e. on or before the bid submission time. Bidder will be responsible for any delay due to other issues.
- b. The bidder has to digitally sign and upload the required bid documents one by one as indicated in the tender document as a token of acceptance of the terms and conditions laid down by RailTel.
- c. Bidder has to select the payment option as "Online Payment" to pay the tender fee / EMD (as applicable) and enter details of the instrument.
- d. The server time (which is displayed on the bidders' dashboard) will be considered as the standard time for referencing the deadlines for submission of the bids by the bidders, opening of bids etc. The bidders should follow this time during bid submission.
- e. All the documents being submitted by the bidders would be encrypted using PKI encryption techniques to ensure the secrecy of the data. The data entered cannot be viewed by unauthorized persons until the time of bid opening. Data storage encryption of sensitive fields is done. Any bid document that is uploaded to the server is subjected to symmetric encryption using a system generated symmetric key. Further this key is subjected to asymmetric encryption using buyers/bid opener public keys. Overall, the uploaded tender documents become readable only after the tender opening by the authorized bid openers.
- f. The uploaded tender documents become readable only after the tender opening by the authorized bid openers.
- g. Upon the successful and timely submission of bid click "Complete" (i.e. after Clicking "Submit" in the portal), the portal will give a successful Tender submission acknowledgement & a bid summary will be displayed with the unique id and date & time of submission of the bid with all other relevant details.
- h. The tender summary has to be printed and kept as an acknowledgement of the submission of the tender. This acknowledgement may be used as an entry pass for any bid opening meetings.

6. ASSISTANCE TO BIDDERS :

- a. Any queries relating to the tender document and the terms and conditions contained therein should be addressed to the Tender Inviting Authority for a tender or the relevant contact person indicated in the tender.

- b. Any queries relating to the process of online bid submission or queries relating to e-tender Portal in general may be directed to the 24x7 Helpdesk Support.

Please feel free to contact RailTel Envida Helpdesk (as given below) for any query related to etendering :

- Helpdesk landline No : 011-49606060
- Other Support / Contact Mobile Numbers : Please refer the home screen at www.railtel.enivida.com