

Expression of interest

For the proposed NEUTRAL CABLE LANDING STATIONS in India



EoI Document

EoI Notice No. RailTel/EoI/SR/RO/ 1 dated 3rd Dec. 2021

Revision 1 dated 16th Dec. 2021

Last date for submitting response 31st December 2021.

**RailTel Corporation of India Limited
(A Government of India Enterprise)**

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About RailTel

RailTel Corporation of India Limited (RailTel), an ISO-9001:2000 organization is a Mini Ratna Government of India undertaking under the Ministry of Railways. The Corporation was formed in Sept 2000 with the objectives to create nationwide Broadband Telecom and Multimedia Network in all parts of the country, to modernize Train Control Operation and Safety System of Indian Railways and to contribute to realization of goals and objective of national telecom policy 1999.

RailTel has 60000+ Km of OFC along the protected Railway tracks. The transport network is built on high capacity DWDM and an IP/ MPLS network over it to support mission critical communication requirements of Indian Railways and other customers. RailTel has Tier-III Data Centre in Gurgaon and Secunderabad hosting / collocating critical applications. RailTel is also providing Telepresence as a Service (TPaaS), where a High-Definition Video Conference facility bundled with required BW is provided as a Service.

For ensuring efficient administration across India, country has been divided into four regions namely, Eastern, Northern, Southern & Western each headed by Executive Director and Headquartered at Kolkata, New Delhi, Secunderabad & Mumbai respectively. These regions are further divided into territories for efficient working. RailTel has territorial offices at Guwahati, & Bhubaneswar in East, Chandigarh, Jaipur, Lucknow in North, Chennai & Bangalore in South, Bhopal, and Pune & Ahmedabad in West. Various other territorial offices across the country are proposed to be created shortly.

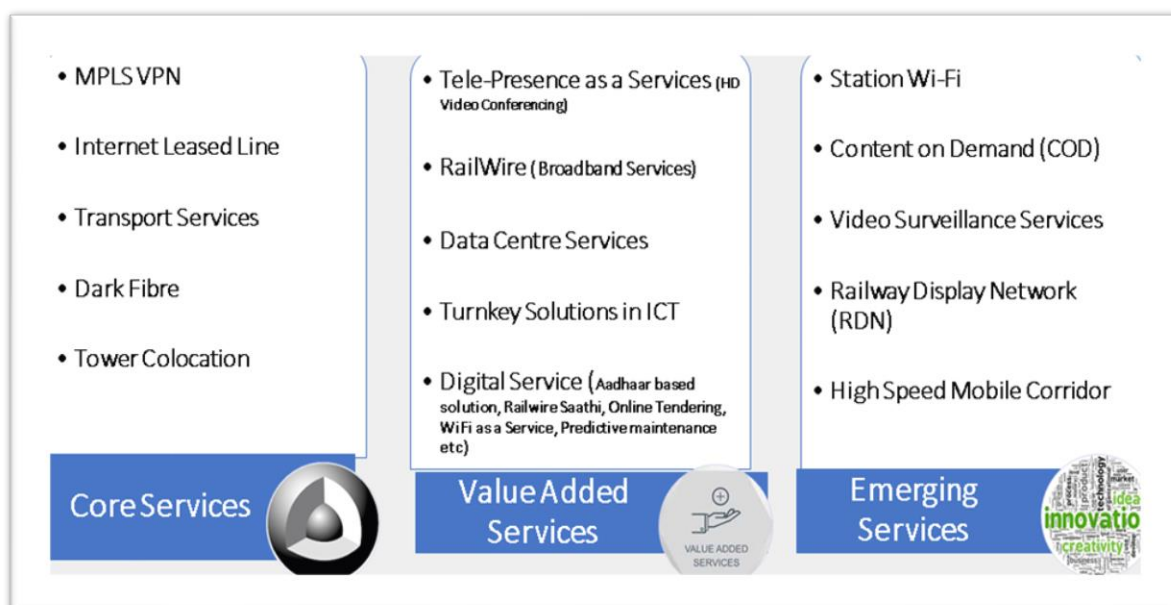
RailTel's business service lines can be categorized into three heads namely B2G/B2B (Business to Government and Business to Business) and B2C (Business to customers):

License and service portfolio:

Presently, RailTel holds Infrastructure Provider -1, National Long-Distance Operator, International Long-Distance Operator and Internet Service Provider (Class-A) licenses under which the following services are being offered to various customers:

Carrier Services

- i. National Long Distance: Carriage of Inter & Intra -circle Voice Traffic across India using state of the art NGN based network through its Interconnection with all leading Telecom Operators.
- ii. Lease Line Services: Available for granularities from E1, DS-3, STM-1, 1G and 10G & above.
- iii. Dark Fiber/Lambda: Leasing to MSOs/Telco's along secured Right of Way of Railway tracks.
- iv. Co-location Services: Leasing of Space and 1000+ Towers for collocation of MSC/BSC/BTS of Telco's.



Enterprise Services

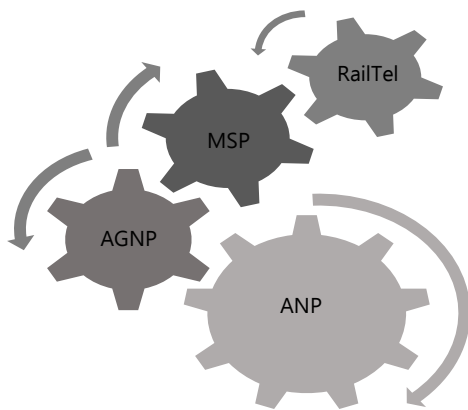
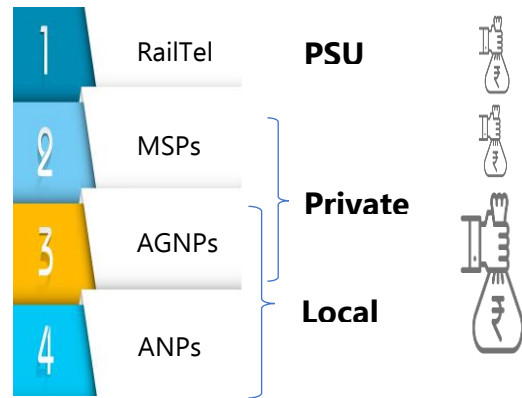
- i. Managed Lease Line Services: Available for granularities from E1, DS-3, STM-1, 1G, 10G & above
- ii. MPLS VPN: Layer-2 & Layer-3 VPN available for granularities from 2 Mbps, 100 Mbps, 1G & above
- iii. Dedicated Internet Bandwidth: Experience the “Always ON” internet connectivity at your fingertips.

Retail Broadband Services

- i. RailWire is a retail Broadband initiative of RailTel, with a mission to make available "ICT to Common Man" & "Internet, Education and Health Services to the Masses". RailTel envisaged extending broadband and application services to

the public including those in remote areas in association with Local Cable Operators and other access network providers, by utilizing their last mile. Managed Service Partners (MSPs) provide customer support, partner support, evangelize and market RailWire services on behalf of RailTel on a revenue sharing basis.

RailWire, by focusing on pure-play broadband and VPN services, aims to become a hub of local information, and a platform for rendering communication, infotainment, education, health and community services to the masses. RailWire retail broadband is currently serving more than 3,90,000 home-users in 24 Circles across India.



Since the network has no legacy baggage, symmetrical high-speed broadband service with capabilities of content delivery can be rolled out. Entertainment, Education and Health will be primary verticals to be rolled out in the Content Delivery Network. Since the rollout will harness the entrepreneurial energies of thousands of network operators and as many MSPs as required, this model can scale and spread very fast to achieve the broadband penetration

targeted by the government.

- ii. **Triple play** is a pilot project undertaken by RailTel and currently services are offered out of Bangalore and nearby places. IPTV, OTT, VAS and IP based telephony are some highlights of triple play.

Objective of EoI

Preamble

Digital is an avowed development strategy by Govt. of India. Data consumption has grown manifold in the last decade and Indians have one of the highest per capita data consumption in the world and the cost per Gbps is also among the lowest. However, the growth of new submarine cables is abysmally slow in India and there could be many intertwined variable involved. One key reason could be that submarine cables and their landing stations have been under the monopolistic control of telco carriers. Another data point of concern is that over 95% of the data flows through the cities of Mumbai and Chennai where all the submarine cables are connected.

Railtel being one of the largest neutral telecom service providers in the country is exploring the possibility of creating an independent infrastructure provider (IIP) which can orchestrate design, development and operation of open access submarine cable system.

About project

India is a global IT powerhouse with almost all major IT companies having large presence to leverage the talent pool in India. Within India, while some cities are already on the global map for IT capabilities, there are scores of emerging cities which can provide services at even better cost arbitrage and the state governments are keen to attract such investment.

Cable landing stations are an important component of ICT eco system and it is important to create awareness with various stake holders. RailTel intends to work with various stake holders such as state govts., IT infra development organisations, large data centers, terrestrial network providers, OTT, global IIPs etc to plan open cable landing stations in locations such as Mundra (Gujrat), Navi Mumbai/ Mumbai (Maharashtra), Goa, Mangalore (Karnataka), Cochin (Kerala), Tuticorin (Tamil Nādu), Puducherry/ Chennai, Vishakhapatnam (AP), Puri (Odisha) and Digha (WB).

The cable landing stations will serve to significantly improve the quality and cost of connectivity in the country. This is also aimed to provide reliable connectivity and to bring down cost of connectivity to underserved areas in India. This will not only improve international connectivity but also internal terrestrial connectivity in India.

A related proposal can be to construct, a festoon cable connecting the various proposed open cable landing stations to build diversity and distribution to the hinterland.

Expression of interest is invited from interested parties for:

1. Alliance and partnership with global IIPs interested in having a footprint in India.
2. Submarine cables being planned or in deployment in the Indian ocean, desirous of availing open cable landing stations in India. Railtel will help in getting quick approvals for cable landing and facilitate O&M activities.
3. Organisations or companies having expertise in building open cable landing stations.
4. Global OTT players planning to build new submarine cable systems in India.
5. Organisations developing IT parks and data centers in India.
6. Terrestrial network providers.
7. Organizations interested in building a festoon cable connecting the proposed cable landing stations.

Interested parties may respond with their plans/ possible collaboration/ technical design/ roadmap etc so that collaborative effort can be worked out to meet the objective of creating an Independent infrastructure provider for cable landing stations.

The EoI response shall not be binding on respondent or RailTel.

The expressions of interest detailing the party's proposal may please be sent on or before 31th December to following email

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