RAILTEL CORPORATION OF INDIA LIMITED

(A Govt. of India Undertaking)

Registered & Corporate Office:

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

Selection of Partner For

"SITC of servers and switches"

EOI No: RCIL/EOI/CO/ITB/2024-25/IT services to RCIL customer/20 dated 18.03.25



EOI NOTICE

RailTel Corporation of India Limited Plate-A, 6th Floor, Office Tower-2, NBCC Building, East Kidwai Nagar, New Delhi-110023

EOI No: RCIL/EOI/CO/ITB/2024-25/IT services to RCIL customer/20 dated 18.03.25

RailTel Corporation of India Ltd., (here after referred to as RailTel) invites EOIs from RailTel's Empaneled Partners for the selection of suitable agency for "IT hardware Services"

The details are as under:

1	Last date for submission of EOIs by bidders	24.03.25 before15:00Hrs.	
2	Opening of bidder EOIs	24.03.25 at 15:30Hrs.	
3	EMD	Rs.85,550/- through DD or online transfer to RailTel in following account: Bank Name- Union Bank of India Branch- YUSUF SARAI, DELHI A/C Number - 340601010050446 Account Type- Current Account IFSC Code -UBIN0534064	
4	Number of copies to be submitted for scope of work	01 in Hard Copy	
5	Place of Bid submission	RailTel Corporation of India Limited Plate-A, 6th Floor, Office Tower-2, NBCC Building, East Kidwai Nagar, New Delhi-110023	

Prospective bidders are required to direct all communications related to this Invitation for EoI document, through the following Nominated Point of Contact persons:

Contact: Naresh Kumar

Position: JGM/IT

Email: naresh.kumar@railtelindia.com Telephone: +91124 2714000 Ext 2222

NOTE:

- I.All firms are required to submit hard copy of their EOI submissions, duly signed by Authorized Signatories with Company seal and stamp.
- II.The EOI response is invited from empaneled partners of RailTel. Only RailTel empaneled partners are eligible for participation in EOI process.

1. RailTel Corporation of India Limited-Introduction

RailTel Corporation of India Limited (RCIL), an ISO-9001:2000 organization is a 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 is a wholly owned subsidiary of Indian Railways.

For ensuring efficient administration across India, country has been divided into four regions namely, Eastern, Northern, Southern & Western each headed by Regional General Managers 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):

Licenses & Services

Presently, RailTel holds IP-1, NLD and ISP (Class-A) licenses under which the following services are being offered to various customers:

CARRIER SERVICES

- 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
- 2. Lease Line Services: Available for granularities from E1, DS-3, STM-1 & above
- **3.** Dark Fiber/Lambda: Leasing to MSOs/Telco's along secured Right of Way of Railway tracks
- **4.** Co-location Services: Leasing of Space and 1000+ Towers for collocation of MSC/BSC/BTS of Telco's

ENTERPRISE SERVICES

- 1. Managed Lease Line Services: Available for granularities from E1, DS-3, STM-1 & above
- **2.** MPLS VPN: Layer-2 & Layer-3 VPN available for granularities from 64 Kbps to nx64 Kbps, 2 Mbps& above
- **3.** Dedicated Internet Bandwidth: Experience the "Always ON" internet connectivity at your fingertips in granularities 2mbps to 155mbps

RETAIL SERVICES

RailWire: RailWire is the retail broadband service of RailTel. RailWire is a collaborative public private local entrepreneur (PPLE) model providing broadband services by leveraging the eco system available with different partners like RailTel, Access Network Provider, Aggregation Network Provider (AGNP) and Managed Service Provider (MSP) to offer high speed & cost-effective broadband to end customers. The model uses RailTel's nationwide Core

fiber Backbone Network, Access Network available with Local entrepreneurs, FTTH Infrastructure providers etc. and Managed Service Partners/Application Service Providers having IT & management capabilities. The model has been tested for several years now with about 4 lakh+ home broadband users along with 5200+ local access network partners. It is noteworthy that this approach whereby about 54% of the revenue is ploughed back into the local community not only serves the underserved but also creates livelihoods and jobs in the local communities.

2. Objective of EOI

RCIL is implementing IT-ICT projects like providing Infra & Cloud Services, Application Development, ERP/E-Office Implementation and Consultancy Services for its customers. RailTel is in process of selecting suitable empaneled partner for providing customer specific IT services.

3. Scope of Work

Selected bidder is required to provide "Zimbra Professional edition with Latest 10.1 Version email subscription" for RailTel Customers which are hosted in RailTel Data center as per SOR under clause number -8.

4. Language of Proposals

The proposal and all correspondence and documents shall be written in English. The hardcopy version will be considered as the official proposal.

5. Proposal Preparation and Submission

The Applicant/bidder is responsible for all costs incurred in connection with participation in this EOI process, including, but not limited to, cost incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of proposal, in providing any additional information required by RCIL to facilitate the evaluation process or all such activities related to the EOI response process. RCIL will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.

6. Bidding Document

The bidder is expected to examine all instructions, forms, terms and conditions and technical specifications in the bidding documents. Submission of bids, not substantially responsive to the bidding document in every aspect will be at the bidder's risk and may result in rejection of its bid without any further reference to the bidder.

All pages of the documents shall be signed and stamped by the bidder including the closing page in token of his having studied the EOI document and should be submitted along with the bid.

7. Payment terms

- 7.1. Indicative payment terms: Annual Advance after provision of subscription services.
- 7.2. Actual Payment terms shall be as per agreement between RailTel and Customer and shall be

- confirmed at the time of PO issuance.
- 7.3. RailTel shall release the payment to selected bidder after receiving payment from Customer and on submission of Tax invoice by selected bidder on back to back basis.
- 7.4. Any penalty or deduction (LD) from customer shall be passed on to selected bidder on proportionate basis.
- 7.5. Bill passing authority is JGM/IT/CO and Bill payment authority is GM/Finance/CO.

8. Schedule of Rates (SOR)

S	Service Specification	Qty.	Unit rate per user	Total Rate	GST Charges	Total Rate with GST
1	Per User Annual Recurring Charges for Zimbra professional edition latest version subscription	5000				

Total SOR Amount (including taxes) in words:
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Optional Item*: One-time charges for email solution migration

S.	Service Specification	Qty.	Rate per Lot	GST Charges	Total Rate with
No.					GST
	Per hundred user Migration Charges for old Zimbra email solution to new Zimbra email solution	·	\		
1	Per hundred user Migration Charges for Non-Zimbra email solution to Zimbra email solution	1 lot (100 users)	1		

^{*}Note: Rates under optional Item shall be used only as per customer requirement.

9. Delivery Schedule:

- 9.1. For new customers 1 week from date of issue of PO by RailTel.
- 9.2. For existing customer, selected firm shall renew email subscription before current subscription expiry.

10. Compliance requirements

- 10.1. The interested partner should be an Empaneled Partner with RailTel on the date of bid submission. Copy of RailTel's Empanelment Letter may be submitted in this regard.
- 10.2. The interested bidder should submit Earnest Money Deposit (EMD) through online transfer and submit the proof of same along with bid.
- 10.3. The interested bidder should comply to insertion of Rule 144(xi) in the GFR, 2017 vide office OM no. 6/18/2019-PPD dated 23-July-2020 issued by Ministry of Finance, Government of India, including revisions.(Annexure-02)
- 10.4. The interested bidder should not be blacklisted by any State / Central Government Ministry / Department / Corporation / Autonomous Body in India, on the last date of submission of EOI. (Annexure-04)
- 10.5. There should not be any ongoing or past, arbitration case(s) between 'RailTel' and 'Interested Bidder' on the last date of submission of EOI. (Annexure-04)

- 10.6. The interested partner should have a valid Goods and Service Tax Identification Number (GSTIN), as on the last date of submission of EOI.
- 10.7. The Bidder must have cumulative turnover of minimum of Rs 1.29 Cr crores during the last 3 financial years. Bidder should submit audited balance sheets and certificate of CA for preceding three years.
- 10.8. The bidder should be profitable organization (on the basis of operating profit after tax for atleast 2 out of last 3 financial years). Bidder should submit copy of audited balance sheets along with profit & loss statement and certificate of CA for positive net worth during proceeding three years.
- 10.9. The interested bidder should have experience in providing email service solution implementation or support to government customer. Bidder should submit PO or work order copy/copies with completion certificate for the work of "email service solution implementation or support" during last seven years from any government organization as per following details:
- i) Three similar works each with value costing not less than ₹25.66 Lakhs (Incl. GST))
- ii) Two similar works each with value costing not less than ₹34.22 lakhs (Incl. GST))
- iii) One similar work with value costing not less than ₹51.33 Lakhs (Incl. GST))

11. Evaluation criteria

Only those offers shall be considered for financial evaluation, which fulfills all compliance requirements in clause number 10. Financial Evaluation will be carried out on the basis of lowest offer quoted by the bidder under clause -8 (SOR) (excluding optional item rates).

12. Liquidated Damages

The timely delivery is the essence of this tender. Liquidated damages will be applicable at the rate of half percent (including elements of taxes, duties, freight, etc.) per week or part thereof for undelivered portion of SOR subject to a maximum of 10% of the cost of Purchase order for any reason whatsoever attributed to failure of tenderer. RailTel will have the right to cancel the order, place order on alternative source besides levying the liquidated damages as above.

13. Bidding Process

The bidder needs to submit the bid in sealed, signed and stamped envelope clearly mentioning of EOI number, EOI name, addressed to the EOI inviting officer as well as Bidding Agency Name and Contact person.

BID should consist the following:

- 1. Covering Letter
- 2. RailTel's Empanelment letter/LOI
- 3. Signed and Stamped EOI Document
- 4. GST and PAN documents
- 5. Documents for compliance requirement clause number 10
- 6. Duly filled SOR
- 7. Any other relevant documents

14. Period of Validity of bids and Bid Currency

Bids shall remain valid for a period of 180 days from the date of bid submission. The prices in the bid document to be expressed in INR only.

15. RCIL's Right to Accept/Reject Bids

RCIL reserves the right to accept or reject any bid and annul the bidding process or even reject all bids at any time prior to award of contract, without thereby incurring any liability to the affected bidder or bidders or without any obligation to inform the affected bidder or bidders about the grounds for RailTel's action.

16. Earnest Money Deposit (EMD)/ Bid Security

- 16.1. The bidder shall furnish a sum as Earnest Money in the form of online transfer or Demand Draft from any scheduled bank in India in favour of "RailTel Corporation of India Limited" payable at New Delhi.
- 16.2. The EMD may be forfeited if a bidder withdraws his offer or modifies the terms and conditions of the offer during validity period and in the case of a successful bidder, if the bidder fails to accept the Purchase order and fails to furnish performance bank guarantee (security deposit) in accordance with clause 6.
- 16.3. Offers not accompanied with Earnest Money shall be summarily rejected.
- 16.4. Earnest Money of the unsuccessful bidder will be discharged / returned as promptly as possible as but not later than 30 days after the expiry of the period of offer / bid validity prescribed by the Purchaser.
- 16.5. The successful bidder's EMD will be discharged upon the bidder's acceptance of the purchase order satisfactorily and furnishing the performance bank guarantee in accordance with clause 17.
- 16.6. Earnest Money will bear no interest.

17. Security Deposit / Performance Bank Guarantee (PBG)

- 17.1. In case RCIL submits PBG to customer, Successful bidder has to furnish security deposit in the form of Performance Bank guarantee @ (03 % to 10%) of issued PO/ LOA value with tax of validity 3 months beyond warranty period completion, the same should be submitted within 30 days of issue of LOA/PO, failing which a penal interest of 15% per annum shall be charged for the delay period i.e. beyond 30 (thirty) days from the date of issue of LOA/PO. This PBG should be from a Scheduled Bank and should cover warranty period plus three months for lodging the claim. The performance Bank Guarantee will be discharged by the Purchaser after completion of the supplier's performance obligations including any warranty obligations under the contract.
- 17.2. The Performa for PBG is given in Form No. 1. If the delivery period gets extended, the PBG should also be extended appropriately.
- 17.3. The security deposit/PBG shall be submitted to Corporate Office & will bear no interest.
- 17.4. A separate advice of the BG will invariably be sent by the BG issuing bank to the RailTel's Bank through SFMS and only after this the BG will become acceptable to RailTel. It is therefore in interest of bidder to obtain RailTel's Bank IFSC code, its branch and address and advise these particulars to the BG Issuing bank and request them to send advice of BG through SFMS to the RailTel's Bank.
- 17.5. The security deposit/Performance Bank Guarantee shall be released after successful completion of Contract, duly adjusting any dues recoverable from the successful tenderer. Security Deposit in the form of DD/Pay Order should be submitted in the favour of "RailTel Corporation of India Limited" payable at New Delhi Only.

- 17.6. Any performance security upto a value of Rs. 5 Lakhs is to be submitted through DD/Pay order / online transfer only.
- 17.7. The claim period of PBG shall be 1 year after date of PBG validity

18. Deadline for Submission of Bids

Bids must be submitted to RCIL at the address specified in the EOI document not later than the specified date and time mentioned. If the specified date of submission of bids being declared a holiday for RCIL, the bids will be received up to the specified time in the next working day.

19. Late Bids

Any bid received by RCIL after the deadline for submission of bids will be rejected and/or returned unopened to the bidder.

20. Modification and/or Withdrawal of Bids

Bids once submitted will treated as final and no modification will be permitted. No correspondence in this regard will be entertained. No bidder shall be allowed to withdraw the bid after the deadline for submission of bids. In case of the successful bidder, he will not be allowed to withdraw or back out from the bid commitments.

21. Clarification of Bids

To assist in the examination, evaluation and comparison of bids the purchaser may, at its discretion, ask the bidder for clarification. The response should be in writing and no change in the price or substance of the bid shall be sought, offered or permitted.

22. Bidder's Information

Company Name:
Type of RCIL Business Partner
Status of Applicant (Partnership, Company etc.)
Number of Years of Experience
Number of office locations in India (Provide details)
Number of office locations globally (Provide details)
Number of employees in India and global

CONTACT DETAILS:				
First Name	LastName			
Designation				
Address for correspondence				

46.	
Contact Number (Office Landline)	
Mobile Number	
Official Email ID	
GSTN No	
PAN No	
Bank Account No	
IFSC Code	
Registered Address of Company	

23. Format for statement of Deviation

The following are the particulars of deviations from the requirements of the Instructions to bidders:

SN	CLAUSE	DEVIATION	REMARKS (Including Justification)
			_
			- N.

Note: In case of no deviation, bidder shall fill up above format with NIL deviation and submit along with Bid document.

24. Duration of the Contract Period

- 24.1. Per user rate validity shall be 5 years from date of issue of first PO.
- 24.2. As RailTel will issue PO to selected bidder on back-to-back basis with respect to customer hence the contract duration of each PO shall be same as of CUSTOMER's contract duration with RailTel until otherwise terminated earlier. The contract duration can be renewed / extended by RailTel at its discretion, in case CUSTOMER extends / renews services with RailTel by virtue of extending / renewing / new issuance of one or more Purchase Order(s) placed by CUSTOMER to RailTel.
- 24.3. During Contract period, RailTel can issue multiple PO to selected bidder for multiple customers upto limit of maximum 50000 users for email subscription after competent authority approval.

25. Liquidated Damages

The timely delivery is the essence of this tender. Liquidated damages will be applicable at the rate of half percent (including elements of taxes, duties, freight, etc.) per week or part thereof for undelivered portion of SOR subject to a maximum of 10% of the cost of Purchase order for any reason whatsoever attributed to failure of tenderer. RailTel will have the right to cancel the order, place order on alternative source besides levying the liquidated damages as above.

26. Other Terms and Condition

- 1. Bidders are requested to quote their best prices.
- 2. Unless otherwise specified all prices quoted must remain firm except for statutory variation in taxes and duties during contractual delivery period. Any increase in taxes and duties after expiry of the delivery period will be to vendor account.
- 3. Offer should preferably be typewritten and any correction or over- writing should be initialed. Rates to be indicated both in words and figures.
- 4. Sealed offer in envelope super scribing tender enquiry number and due date of opening must be sent by Registered or Speed Post or to be dropped in the Tender Box specified for the purpose. Offers received after specified date and time are liable to be rejected.
- 5. Any increase in taxes and duties after expiry of the delivery period will be to supplier's account. This will be without prejudice to the rights of RCIL for any other action including termination.
- 6. RCIL shall have the right to terminate the contract by giving 30 days notice without assigning any reasons thereof. However, in the event of any breach of terms of the contract, RCIL will have right to terminate the contract by written notice to the Seller.
- 7. FORCE MAJEURE: Any delay or failure to perform the contract by either party caused by acts of God or acts of Government or any direction or restriction imposed by Government of India which may affect the contract or the public enemy or contingencies like strikes, riots etc. shall not be considered as default for the performance of the contract or give rise to any claim for damage. Within 7 days of occurrence and cessation of the event(s), the other party shall be notified. Only those events of force majeure which impedes the execution of the contract at the time of its occurrence shall be taken into cognizance.
- 8. In case of any dispute or difference arising out of the contract which cannot be resolved mutually between RCIL and vendor, it shall be referred to a Sole Arbitrator to be appointed by the CMD, RCIL.
- 9. The Arbitration and Conciliation Act, 1996 and rules made there under shall apply to the Arbitration Proceedings.
- 10. The contract shall be governed by and construed according to the laws in force in India and subject to exclusive jurisdiction of the Courts of Delhi only.
- 11. RCIL may place the order in full or partial manner based on requirement.
- 12. In case of bulk requirement for email subscription by RailTel customer, RailTel may conduct negotiation meeting with selected bidder after completion of each year of contract period for exploring possibility of any further reduction in per user rate for email subscription services.



COVERING LETTER (To be on company letter head)

EoI Reference No: RCIL/EOI/CO/ITB/2024-25/IT services to RCIL customer/20 dated 18.03.25

Date:

To,

JGM/IT RailTel Corporation of India Ltd. Plate-A, 6th Floor, Office Tower-2, NBCC Building, East Kidwai Nagar, New Delhi 110023

Dear Sir,

SUB: Participation in the EoI Process

Having examined the Invitation for EoI document bearing the reference number ______ released by your esteemed organization, we, undersigned, hereby acknowledge the receipt of the same and offer to participate in conformity with the said Invitation for EoI document. I/We also agree to keep this offer open for acceptance for a period of 180 days from the date of bid submission and in default thereof,

If our application is accepted, we undertake to abide by all the terms and conditions mentioned in the said Invitation for EoI document.

We hereby declare that all the information and supporting documents furnished as a part of our response to the said Invitation for EoI document, are true to the best of our knowledge. We understand that in case any discrepancy is found in the information submitted by us, our EoI is liable to be rejected.

Authorized Signatory

Name
Designation
Contact Details



Compliance to Rule 144 (xi) of GFR, 2017 including amendments till date (On Organization Letter Head)

Bid Ref No. :
Date:
To,
JGM/IT, RailTel Corporation of India Limited,
Plate-A, 6 th Floor, Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110023
Ref: EOI/RFP No. RCIL/EOI/CO/ITB/2024-25/IT services to RCIL customer/20 dated 18.03.25
Dear Sir/Ma'm,
I, the undersigned, on behalf of M/s, have read the clause/para regarding
restrictions on procurement from a bidder of a country which shares a land border with India and on sub
contracting to contractors from such countries.
(a) I certify that M/s is not from such a country and will not sub-contract any work to
contractor from such countries unless such contractor is registered with the Competent Authority.
also certify that M/s will not offer any products / services of entity from such
countries unless such entity is registered with the Competent Authority.
OR (Strikeout either (a) or (b), whichever is not applicable)
(b) I certify that M/s is from such a country and has been registered with the
Competent Authority. I also certify that M/s has product/services of entity from such countrie
and these entity / entities are also registered with the Competent Authority.
(Where applicable, evidence of valid registration by the Competent Authority is to be attached with the bid.)
I hereby certify that M/s fulfills all requirements in this regard and is eligible to be
considered.
I hereby acknowledge that in the event of acceptance of my bid on above certificate and if the
certificate is found to be false at any stage, the false certificate would be a ground for immediate termination
of contract and further legal action in accordance with the Law.
Signature of Authorised Signatory
Name
Designation

Undertaking for Non-Blacklisting, Arbitration Case, Absence of Conflict of Interest (On Organization Letter Head)

Date:	
To,	
JGM/IT,	
RailTel Corporation of India Limited,	
Plate-A, 6th Floor, Office Block Tower-	2,

East Kidwai Nagar, New Delhi - 110023

Bid Ref No.:

Ref : EOI/RFP No. RCIL/EOI/CO/ITB/2024-25/IT services to RCIL customer/20 dated 18.03.25 Dear Sir/Ma'm,

I, the undersigned, on behalf of M/s, hereby submits that

- 1. We are not blacklisted by any State / Central Government Ministry / Department / Corporation / Autonomous Body at the time of submission of bid.
- 2. We are not having any ongoing or past, arbitration case(s) with RailTel or CUSTOMER or Organizations under Indian Railways, at the time of submission of bid.
- 3. We are not in position of conflict-of-interest (as defined in the EOI/RFP document) at the time of submission of bid.

Signature of Authorised Signatory

Name Designation

PROFORMA FOR PERFORMANCE BANK GUARANTEE BOND

(On Stamp Paper of Rs one hundred)

(To be used by approved Scheduled Banks)

1.	In consideration of the RailTel Corporation of India Limited, having its registered office at Plate-A, 6th Floor, Office Tower-2, NBCC Building, East Kidwai Nagar, New Delhi-110023 having agreed to exempt
	(hereinafter called "the said Agreement") of security deposit for the due fulfillment by the said Contractor (s) of the terms and conditions contained in the said Agreement, on production of a Bank Guarantee for Rs
2.	We,
3.	We,
4.	We,
5.	We, (indicate the name of Bank) further agree with the RailTel that the RailTel shall have the fullest liberty without our consent and without affecting in

any manner our obligations hereunder to vary any of the terms and conditions of the Agreement 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 contractor(s) and to forbear or enforce any of the terms and conditions relating to the said Agreement and we shall not be relieved from our liability by reason of any such variation, or extension to the said Contractor(s) or for any forbearance, act or omission on the part of RailTel or any indulgence by the RailTel to the said Contractor(s) or by any such matter or thing whatsoever which under the law relating to sureties would, but for this provision, have affect of so relieving us.

This Guarantee will not be discharged due to the change in the Constitution of the Bank or the Contractor(s) / Tenderer(s).

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

the day of 2023	
for	
(indicate the name of the B	ank)

Witness

- Signature Name
- 2. Signature Name

Note: Claim Period of BG will be 365 days more than the BG Validity date.

RailTel Bank Detail for SFMS

This is in reference with Vendor BG SFMS Confirmation, request you to notify your applicant of BG to update below details at time of submission of BG issuance/amendment request to their respective banks with immediate effect.

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 (ICICoooooo7).
- Mention the unique reference(RAILTEL6103)in field 7037.

Please note that the issuing bank while issuing/amending the BG, should ensure that the above information is correctly captured in the message i.e. IFN 760COV/ IFN 767COV.
