

**RAILTEL CORPORATION OF INDIA LIMITED**  
(A Govt. of India Undertaking, Ministry of Railways)

Expression of Interest for onboarding of Partner from Empaneled Business Associate as Implementation Partner to Design, Implement, Operate and Maintain Intelligent Traffic Management System on various blackspots/ vulnerable spots in the 6 circles of Maharashtra State for a period of 10 years

**EOI No: RailTel/MVD/GoM/EOI/2025-26/01 dated 08.04.2025**



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

**Western Region: Western Railway Microwave Complex, Senapati Bapat Marg, Mahalaxmi, Mumbai-400013**

## **EOI NOTICE**

**RailTel Corporation of India Limited, Western Railway Microwave Complex, Senapati Bapat Marg, Mahalaxmi, Mumbai-400013**

**EOI No: RailTel/MVD/GoM/EOI/2025-26/01 dated 08.04.2025**

RailTel Corporation of India Ltd., (here after referred to as "RailTel") invites EOIs from RailTel's Empaneled Partners for the Selection of Master System Integrator (MSI) to Design, Implement, Operate and Maintain Intelligent Traffic Management System on various blackspots/ vulnerable spots in the 6 circles of Maharashtra State for a period of 10 years.

The details are as under:

1	Last date for submission of response against EOIs by bidders	09/04/2025 at 1500 Hours
2	Opening of Technical Bid of EOIs	09/04/2025 at 1530 Hours
3	Number of copies to be submitted for scope of work	One
4	EOI processing fees inclusive tax (Non-refundable)	NIL
5	EOI EMD	Rs. 10,00,000/- (Rs. Ten Lakhs Only) as Token EMD for each circle. Balance EMD Rs. 1,00,00,000/- (Rs. One Crore Only) per circle before final submission of customer bid.

The EMD should be in the favor of RailTel Corporation of India Limited payable at Mumbai through online bank transfer/NEFT/RTGS/BG. Partner need to share the online payment transfer details like UTR No. date and Bank along with the proposal.

**RailTel Bank Details: Union Bank of India, Account No.317801010036605, IFSC Code - UBIN0531782, Branch name – Mahalaxmi Branch**

Eligible Business Associates are required to direct all communications related to this Invitation for EOI document, through the following Nominated Point of Contact persons:

**Level:1** Contact: Vivek Kumar Garg  
Position: AGM/Marketing  
Email: [vivek.garg@railtelindia.com](mailto:vivek.garg@railtelindia.com)  
Contact: +91-9004073487

**Level:2** Contact: Santosh Parage  
Position: Group General Manager/Marketing  
Email: [santosh.parage@railtelindia.com](mailto:santosh.parage@railtelindia.com)

Note:

1. Empaneled partners are required to submit soft copy (password protected PDF) of EOI response through an e-mail at [eoi.wr@railtelindia.com](mailto:eoi.wr@railtelindia.com), duly signed by Authorized Signatories with Company seal and stamp. The size of file should not exceed 20 Mb.
2. The EOI response is invited from eligible **Empaneled Partners of RailTel only**.
3. All the document must be submitted with proper indexing and page no.
4. This is an **exclusive arrangement with empaneled business associate of RailTel on an “exclusive” basis for providing services to the end customer**. Selected partner will not associate with any other organization once selected for this work.
5. **This EOI is floated for 6 circles. However, the Empaneled Partners can submit their response for any number of circles and not mandatorily for all 6 circles.**
6. **Transfer and Sub-letting**. The Business Associate has no right to give, bargain, sell, assign or sublet or otherwise dispose of the Contract or any part thereof, as well as to give or to let a third party take benefit or advantage of the present Contract or any part thereof.



## 1. Introduction about RailTel

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

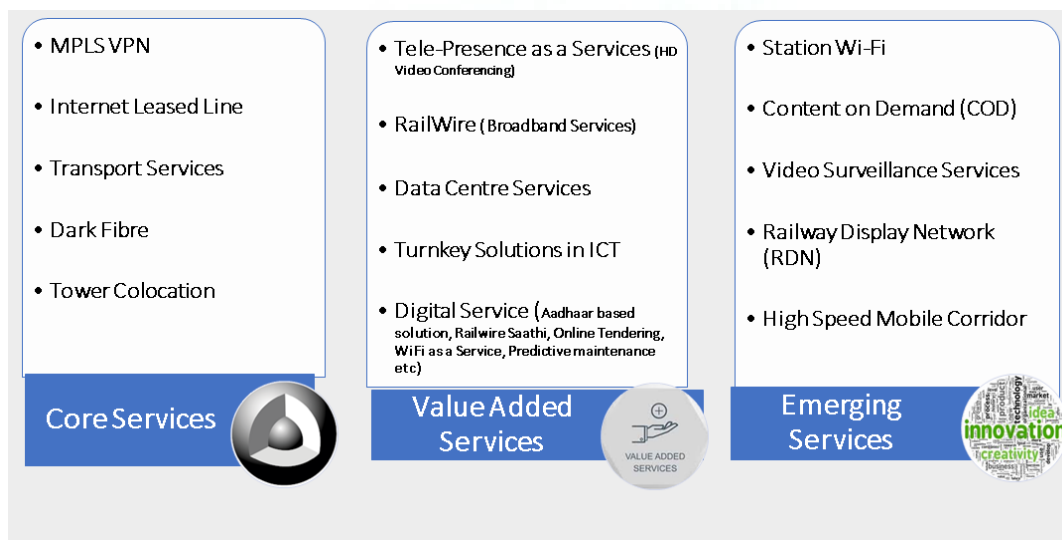
RailTel has approximately 60000 kms of OFC along the protected Railway tracks. The transport network is built on high capacity DWDM and an IP/ MPLS network over it to support mission critical communication requirements of Indian Railways and other customers. RailTel has Tier-III Data Center in Gurgaon 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):

Licenses & 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:



**a) 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
- ☐ Lease Line Services: Available for granularities from E1 to multiple of Gigabit bandwidth & above
- ☐ Dark Fiber/Lambda: Leasing to MSOs/Telco's along secured Right of Way of Railway tracks
- ☐ Co-location Services: Leasing of Space and 1000+ Towers for collocation of MSC/BSC/BTS of Telco's

**b) Enterprise Services**

- ☐ Managed Lease Line Services: Available for granularities from E1, DS-3, STM-1 & above
- ☐ MPLS VPN: Layer-2 & Layer-3 VPN available for granularities from 2 Mbps & above
- ☐ Dedicated Internet Bandwidth: Experience the "Always ON" internet connectivity at your fingertips in granularities 2 Mbps to several Gbps

**c) DATA CENTER Infrastructure as a service (IaaS), Hosting as Services, Security operation Centre as a Service (SOCaaS):** RailTel has MeitY empaneled two Tier-III data centres in Gurgaon & Secunderabad. Presently RailTel is hosting critical applications of Indian Railways, Central & State government/ PSUs applications. RailTel will facilitate Government's applications/ Hosting services including smooth transition to secured state owned RailTel's Data Centers and Disaster Recovery Centres. RailTel also offers SOC as a Service 'SOCaaS'. In addition, RailTel offers VPN client services so that employees can seamlessly access the government's intranet, applications securely from anywhere without compromising security.

- ☐ 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
- ☐ Lease Line Services: Available for granularities from E1 to multiple of Gigabit bandwidth & above
- ☐ Dark Fiber/Lambda: Leasing to MSOs/Telco's along secured Right of Way of Railway tracks
- ☐ Co-location Services: Leasing of Space and 1000+ Towers for collocation of MSC/BSC/BTS of Telco's

**d) High-Definition Video Conference:** RailTel has unique service model of providing high - definition video conference bundled with Video Conference equipment, bandwidth and FMS services to provide end to end seamless services on OPEX model connecting HQ with other critical offices. RailTel also offers application-based video conference solution for employees to be productive specially during this pandemic situation.

**e) Retail Services – RailWire**

RailWire: Triple Play Broadband Services for the Masses. RailTel has unique model of delivering broadband services, wherein local entrepreneurs are engaged in delivering & maintaining broadband services and upto 66% of the total revenues earned are shared to these local entrepreneurs in the state, generating jobs and revitalizing local economies. On date RailTel is serving approx. 4,00,000 subscribers on PAN Indian basis. RailTel can provide broadband service across— Government PSU or any organization's officers colonies and residences.

## 2. Project Background and Objective of EOI

RailTel invites RailTel's Empaneled Partners to participate in this **tender (hereinafter referred as EOI)** by End-Customer organization to “**Design, Implement, Operate and Maintain Intelligent Traffic Management System on various blackspots/ vulnerable spots in the 6 Circles for a period of 10 years**” by **Motor Vehicles Department, Maharashtra**.

RailTel invites EOIs from RailTel's Empaneled Partners for the selection of suitable partners for participating in above mentioned work for the agreed scope work. The empaneled partner is expected to have excellent execution capability and a good understanding of the customer's local environment. The circle wise tender details are as below:

S. No.	ITMS Circles	Tender Reference Number
1	Konkan & Western	TCO/D-4/ RoadSafety/ITMS/2024/ON-2694
2	Vidarbha	TCO/D-4/ RoadSafety/ITMS/2024/ON-2696
3	Marathwada	TCO/D-4/ RoadSafety/ITMS/2024/ON-2695
4	Mumbai	TCO/D-4/ RoadSafety/ITMS/2024/ON-2189
5	Pune	TCO/D-4/ RoadSafety/ITMS/2024/ON-2190
6	Nagpur	TCO/D-4/ RoadSafety/ITMS/2024/ON-2191

The Empaneled Partner is expected to refer and study the above-mentioned tender released by Motor Vehicles Department, Maharashtra and associated corrigendum for designing technical solution and meeting technical compliances.

### 3. Scope of Work

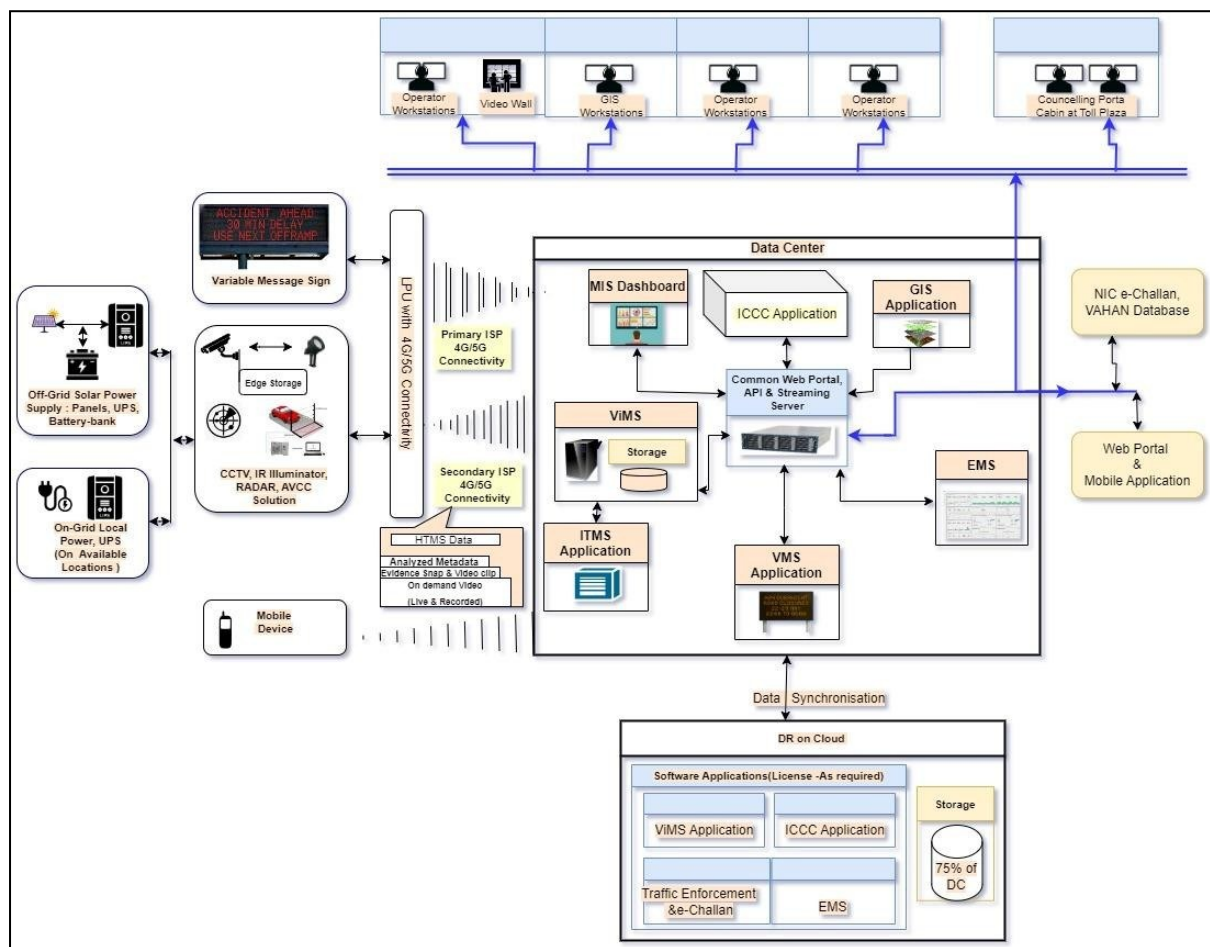
The Successful Bidder shall be the Business Partner for the development, implementation, operation, and maintenance of the entire Project. All the required hardware and software solutions to keep the ITMS system secured and operational shall form part of the scope of the MSI. The MSI shall be responsible for Procurement, Installation, commissioning, operations, and maintenance of:

Type of Work	Indicative Scope for the MSI
Field Components, Network and Civil Infrastructure	<ul style="list-style-type: none"> <li>Conduct Field Surveys, installation of cameras, ANPR systems, sensors, internet connectivity, provisioning of solar power supply, UPS, junction box, required civil infrastructure like Poles, Cantilevers, Gantry, and other non-IT components, etc.</li> <li>The minimum indicative list of the components for the project are defined in the subsequent sections</li> </ul>
Integrated Command and Control Center	<ul style="list-style-type: none"> <li>The entire ITMS system be integrated, managed, and monitored through Integrated CCC by hosting various applications.</li> <li>Installation of all the equipment and components like video wall, workstations, joystick-based controller, network printers, CCTV surveillance, access-control, fire protection system, all networking and electrical requirements etc.</li> <li>Setup required furniture such as table, chair, desk, Air conditioning etc. at CCC at specified locations.</li> <li>Operationalizing various nodes of the system.</li> </ul>
Software and Security	<ul style="list-style-type: none"> <li>Development, Installation, and commissioning of various applications including CCC Application, ITMS application, Asset Management, GIS, SLA Management, Security applications etc. with integration capabilities with 3rd party Apps.</li> <li>Applications for data backup and recovery, access control, analytical tools, dashboards, data and network management tool etc.</li> <li>Detailed and summary reports including usage of all systems, components, network, DC and DR, collection, authorized usage etc.</li> <li>Designing mobile application for responders with feature to raise an incident, general information on violations, incidents etc.</li> </ul>
Data Center and Data Recovery Centre	<ul style="list-style-type: none"> <li>The MSI will be responsible for hosting all the application and data in a hybrid model for hosting of the system and data, on the Cloud and on-premise.</li> <li>MSI shall be responsible to ensure timely and adequate Backup, conduct DR Drill, Security of the data and applications hosted and other operational requirements w.r.t. DC-DR.</li> </ul>
Repair, Maintenance and Upgrade	<ul style="list-style-type: none"> <li>MSI shall ensure that during the entire contract period all equipment are well maintained and are supported by OEM warranty support. Any equipment approaching end of life cycle as per its OEM's policy before contract period + 2 years, should be replaced with new equipment, at no extra cost to MMVD. Any technology upgrade, replacement of hardware, software etc. required for the same, shall be provided by MSI at no extra cost to MMVD.</li> <li>Provide regular preventive maintenance and corrective maintenance of all the hardware, software, solutions, components, cables, security components, network components, solar components, civil and infrastructure etc.</li> </ul>



Type of Work	Indicative Scope for the MSI
	<ul style="list-style-type: none"> <li>• Provide replacement of any component if not repairable and keeping stock of minimum number of spare components as described.</li> <li>• Necessary manpower and tools for repair and maintenance.</li> <li>• Add components, equipment and other ancillary hardware and integrate with the current system in case of system upgrade.</li> </ul>
Manpower	<ul style="list-style-type: none"> <li>• Deploy required manpower for implementation, operations, and maintenance etc. for installation, commissioning, and execution.</li> <li>• Manpower indicatively includes operators for CCC, repair &amp; maintenance staff at CCC and RTO viewing center, and facility management, including technical and managerial staff as detailed in the RFP document for the entire project period.</li> </ul>
Capacity Building and KT	<ul style="list-style-type: none"> <li>• Train the authorities and officials from time to time for effective usage of system, mobile app and various other solutions and applications.</li> <li>• To provide all manuals, data sheets, technical sheets, technical manuals, maintenance and repair manuals, spare part manuals etc. to the MMVD in soft and hard copies in English language.</li> <li>• To ensure complete knowledge transfer of operations, repair, and maintenance to the MMVD and its nominated agency from time to time and at the completion of the project.</li> </ul>

### 3.1. Indicative Architecture of the ITMS System





### 3.2. ITMS Project Lifecycle

Phase	Responsibility / Deliverables	Maximum Timeline	Total Project Time	Payment Phases
Project Inception Stage – 1 month				
Signing of Contract	<ul style="list-style-type: none"><li>Contract Agreement/s</li><li>Submission of Performance Security</li></ul>	T <sub>0</sub> = 0 month	0 month	NA
Project Inception	<ul style="list-style-type: none"><li>Requirements Gathering</li><li>Preparation and submission of Project Plan / Project Implementation and O&amp;M Plan Document</li><li>Details of proposed RoW and RI, any support required from MMVD for the permissions.</li></ul>	T <sub>0</sub> + 0.5 month	0.5 month	NA
Approval	<ul style="list-style-type: none"><li>Letter of Approval for Project Plan Document from MMVD</li></ul>	T <sub>1</sub> = T <sub>0</sub> + 1 month	1 month	NA
Allocation of space	<ul style="list-style-type: none"><li>Letter for allocation of space for setting up CCC and RTO Viewing Centre</li></ul>			NA
Project Implementation Stage – 13 months				
Implementation	<ul style="list-style-type: none"><li>Site Preparation (including Civil Work, cabling for electricity, installation of Solar Panels, network etc.)</li><li>Seeking necessary permissions.</li><li>Procurement, installation, Development, configuration, integration, testing and commissioning of I.T. and Non I.T. infra, applications etc.</li></ul>	T <sub>1</sub> + 10 months	11 months	50% of agreed VGF  MMVD may make payment in maximum 4 phases as per percentage progress achieved
Command and Control Center Setup	<ul style="list-style-type: none"><li>Delivery &amp; installation of all hardware, software, networking components, power backup etc.</li></ul>			
Setting up of RTO Viewing Centers	<ul style="list-style-type: none"><li>Integration with all required third party application.</li><li>Setting up of Switches, Servers, Storage units, racks, UPS, etc.</li><li>Software Licenses details</li></ul>			
Testing Report	Test Report <ul style="list-style-type: none"><li>Change Request and Compliance Report (if any)</li></ul>	T <sub>1</sub> + 12 months	13 months	NA
Documentation	<ul style="list-style-type: none"><li>Technical Manuals (Operational Procedures, Hardware, Network manuals etc.)</li></ul>			
User Customization and UAT	<ul style="list-style-type: none"><li>UAT Test Cases and other details to be provided by MSI.</li><li>Getting the system ready for UAT</li></ul>	T <sub>1</sub> + 12 month	13 months	NA
	<ul style="list-style-type: none"><li>UAT by MMVD officials, PMU &amp; other stakeholders including on-field UAT.</li></ul>	T <sub>2</sub> = T <sub>1</sub> + 12 months	13 months	25% of agreed VGF
	<ul style="list-style-type: none"><li>UAT certificate from the MMVD</li></ul>			

Phase	Responsibility / Deliverables	Maximum Timeline	Total Project Time	Payment Phases
<b>Security Audit</b>	<ul style="list-style-type: none"> <li>Submission of the Report of Security Audit including VAPT by CERT-In emplaned auditing agency.</li> </ul>	<b>T<sub>2</sub> + 1 month</b>	<b>14 months</b>	<b>NA</b>
<b>Training and Capacity Building</b>	<ul style="list-style-type: none"> <li>Training by MSI to MMVD officials and other stakeholders at each Location.</li> <li>Training by MSI to its resources</li> <li>Learning Materials (User Manual, Administrator Manual, SOP etc.)</li> <li>Training Completion Report by MSI</li> </ul>	<b>T<sub>2</sub> + 1 month</b>	<b>14 months</b>	<b>NA</b>
<b>Deployment of Resources</b>	<ul style="list-style-type: none"> <li>Deployment of MSI resources.</li> <li>Submission of CVs, contact details, escalation matrix etc.</li> </ul>	<b>T<sub>2</sub> + 1 month</b>	<b>14 months</b>	<b>NA</b>
<b>Stabilization Period – 1 month</b>				
<b>Stabilization Period</b>	<ul style="list-style-type: none"> <li>Report on all the issues, Bugs, etc. Changes committed in the System due to issues or functional changes requirements etc.</li> </ul>	<b>T<sub>3</sub> = T<sub>2</sub> + 1 month</b>	<b>15 months</b>	<b>5% of agreed VGF</b>
<b>Commissioning</b>	<b>Commencement of Operations</b>	<b>T<sub>3</sub> = T<sub>2</sub> + 1 month</b>	<b>Start of 16<sup>th</sup> Month</b>	<b>NA</b>
<b>Operations and Maintenance Stage – 10 Years / (120 months)</b>				
<b>Ongoing Status Reports</b>	Project Risks and Mitigation	Monthly		Monthly payment of O&M quoted and accepted subject to SLAs  + 5% of agreed VGF in each quarter in the first year (Total 20%)
	Report on Manpower Deployed including attendance and leave report along with compliance to labor law and other requirements			
	Standard MIS reports as required by MMVD such as Total violations detected, highway stretch wise, violation wise etc.			
	Quality, Maintenance and change Metrics			
	Issue Log and Resolutions and Corrective actions			
	Clearance report of all the utility charges including network, power etc.			
	SLA Metrics, Utilization Report			
	Other issues and outstanding problems; proposed actions to be taken			
	Tax clearance certificate for all applicable taxes			
	Repair and maintenance activities			

Note: All the other details to be referred from the original client's RFP and further corrigendum.

## 4. Response to EOI guidelines

### 4.1 Language of Proposals

The proposal and all correspondence and documents shall be written in English in password protected PDF file through an email (size of email should not exceed 20Mb) to [eoi.wr@railtelindia.com](mailto:eoi.wr@railtelindia.com).

### 4.2 RailTel's Right to Accept/Reject responses

RailTel reserves the right to accept or reject any response and annul the bidding process or even reject all responses at any time prior to selecting the partner, without thereby incurring any liability to the affected bidder or Business Associate or without any obligation to inform the affected bidder or bidders about the grounds for RailTel's action.

### 4.3 EOI response 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 by the bidder including the closing page in token of his having studied the EOI document and should be submitted along with the bid.

### 4.4 Period of Validity of bids and Bid Currency

Bids shall remain valid for a period of 180 days from the date LOI issued by the end Customer organization for which bid is going to submit.

### 4.5 Bid Earnest Money (EMD)

**4.5.1** The Business Associate shall furnish a sum as given in EOI Notice via online transfer/NEFT/RTGS from any nationalized/scheduled bank in India in favor of "RailTel Corporation of India Limited" along with the offer. This will be called as **EOI EMD**.

**4.5.2** Offers not accompanied with valid EOI Earnest Money Deposit shall be summarily rejected.

**4.5.3 Return of EMD for unsuccessful Business Associates:** EOI EMD of the unsuccessful Business Associate shall be returned without interest after completion of EOI process (i.e. after pre-bid agreement is signed with the selected partner)

**4.5.4 Return of EMD for successful Business Associate:** EOI-EMD & Earnest Money Deposit (balance proportionate EMD) if applicable of the successful bidder will be discharged / returned as promptly as possible after the receipt of RailTel's EMD/BG from the Customer and or on receipt of Security Deposit Performance Bank Guarantee as applicable (clause no. 4.6) from Business Associate whichever is later.

**4.5.5** Forfeiture of EOI EMD at 0.1% of total EMD amount in case if the selected Business Associate withdraws his offer or modifies the terms and conditions of the offer during validity period.

#### 4.6 Security Deposit / Performance Bank Guarantee (PBG)

- 4.6.1 In case the bid is successful, the PBG of requisite amount proportionate to the agreed scope of the work will have to be submitted to RailTel.
- 4.6.2 As per work share arrangements agreed between RailTel and Business Associate the PBG will be proportionately decided and submitted by the selected Business Associate.
- 4.6.3 The PBG if applicable in further phases of the project/customer PO, shall also be submitted by the selected Business Associate as per applicability.

#### 4.7 Last date & time for Submission of EOI response

EOI response must be submitted to RailTel at the email address specified in the preamble not later than the specified date and time mentioned in the preamble.

#### 4.8 Modification and/or Withdrawal of EOI response

EOI response once submitted will be treated, as final and no modification will be permitted except with the consent of the RailTel.

#### 4.9 Details of Financial bid

Business Associate meeting eligibility criteria and securing **highest score in evaluation criteria (Annexure-A)** will be selected for exclusive pre-bid arrangement for optimizing technical and commercial solution so that most winnable solution is submitted to end customer.

In case if there are Two or more Business Associate meeting eligibility criteria and securing equal marks in the evaluation criteria, then price bid will be sought from these BAs in the second stage for the given scope of the work and BA with overall lowest (L1) offer will be selected for exclusive pre bid arrangement for optimizing technical and commercial solution.

The final bid for the tender will be prepared jointly with the selected Business Associate so that the optimal bid can be put with a good chance of winning the Tender.

#### 4.10 Clarification of EOI Response

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

#### 4. Pre-Qualification & Technical Criteria for Bidding Business Partner of RailTel for all 6 ITMS Tenders

##### 4.1 Vidharba: Pre-Qualification & Technical Criteria for Bidding Business Partner of RailTel

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
1	Legal Entity	<p>The Bidder (All members in case of Consortium) should be:</p> <ul style="list-style-type: none"> <li>• A company registered under the Indian Companies Act, 1956 / 2013 OR LLP firm under LLP provisions 2008, both as amended from time to time.</li> <li>• Registered with GST Authorities in India</li> </ul> <p>Bidder (Lead Bidder, in case of Consortium) should have been operating for the last five years in India (including name change / impact of mergers or acquisitions).</p> <p>Maximum three companies are allowed in a consortium including the Lead Bidder, subject to compliance to the clause 13.2 under "Instructions to Bidder". The Lead bidder shall essentially be the Master System Integrator, who will be jointly and severally responsible for complete scope, whereas consortium partners shall be severally responsible only for its respective scope.</p>	<p>For Bidder (All members of consortium)</p> <ul style="list-style-type: none"> <li>• Copy of Certificate of Incorporation Registration under Companies Act 1956 / 2013 OR Registered Limited Liability Partnership deed as applicable</li> <li>• The latest Income Tax returns along with the copy of PAN</li> <li>• Number of the bidder</li> <li>• Copy of PAN Number</li> <li>• Copy of Registration Certificates with the GST Authorities</li> <li>• Service Tax / Sales Tax Registration Certificates (of applicable years)</li> <li>• <b>For Bidder (Lead Bidder, in case of Consortium), documentary proof such as purchase orders or certified true copy of balance sheet and PL statements for last 5 years for operation in India as on the date of publishing of RFP notice.</b></li> <li>• Joint Bidding agreement clearly stating the roles and responsibilities of each member as per Annexure Set I - Format 11.</li> </ul>
2	Financial: Turnover	<p>The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to <b>INR 70 Crores in India</b>, during the last 3 financial years from IT / ITeS / ICT/ ITMS Projects. <b>(FY 2021-22, 2022-23 &amp; 2023-24)</b></p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <ol style="list-style-type: none"> <li>1. Lead Bidder (Company A): o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</li> <li>2. Consortium Member B (Company B): o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</li> <li>3. Consortium Member C (Company C): o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</li> </ol> <p>Calculation: Step 1: Calculate the individual average annual turnover for</p>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / Chartered Accountant.</li> <li>• Copy of Audited Financial Statements. In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</li> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		<p>each member:</p> <ul style="list-style-type: none"> <li>• Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>• Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>• Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (88 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	
3	Financial: Network	<p>Bidder (<b>Lead Bidder, in case of consortium</b>) should have positive Net Worth as per the audited consolidated financial statements as on <b>31st March 2024</b>.</p>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / CA clearly specifying the net worth of the firm.</li> <li>• Audited and Certified Balance Sheet and Profit/Loss Account of last 3 Financial Years should be enclosed.</li> </ul> <p>In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</p> <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>
4	Financial: Bank Solvency Certificate	<p>Bidder (Lead Bidder in case of Consortium) should submit a valid Bank Solvency Certificate of minimum INR 1 Crore issued not more than six months prior to the last date (deadline) of submission of bid.</p>	<ul style="list-style-type: none"> <li>• A Valid Solvency Certificate from the Bidder's bank</li> </ul>
5	Technical: Similar Project experience	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed</p> <p><b>One Similar Project: 169 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Two Similar Projects: 106 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Three Similar Projects: 85 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) )</p>	<ul style="list-style-type: none"> <li>• Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>• Additionally, a Completion Certificate OR</li> </ul> <p>In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</p> <p>Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.</p>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
6	Experienced Manpower	The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below <ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITes / ICT services: Minimum 25</li> </ul>	<ul style="list-style-type: none"> <li>Declaration from the HR head of the Bidder on company letter head as per Annexure Set I - Format 7.</li> </ul>
7	Local Office in Maharashtra.	Bidder (any one member in case of consortium) should have a local office in Maharashtra. If Bidder doesn't have local office in Maharashtra, it should open a local office within 30 days from date of Signing of the contract.	<ul style="list-style-type: none"> <li>Proof of the Local Office (Rental Agreement/Utility bill) in Maharashtra OR Undertaking from authorized signatory to open the local office in MH within 30 days from Date of Signing of contract.</li> </ul>
8	Certifications	The Bidder (All members jointly, in case of consortium) should possess the following Certifications which are valid at the time of bid submission: <ul style="list-style-type: none"> <li>ISO 9001:2008</li> <li>ISO 20000:2011</li> <li>ISO 27000:2013</li> <li>SEI CMMI- Level 3</li> </ul>	<ul style="list-style-type: none"> <li>The certifications shall need to be kept valid throughout the duration of the contract period.</li> </ul>
9	Blacklisting	The Bidder (all the members of Consortium) should not have been blacklisted by any Central Government and Department / State Government and Department / Central or state Public Sector Unit / Defence / Govt. Boards in India as on last date of submission of bid	<ul style="list-style-type: none"> <li>Undertaking by the authorized signatory of bidder (All members in case of Consortium) as per format given in Annexure Set I - Format 5.</li> </ul>
10	Payment and Acceptance	<ul style="list-style-type: none"> <li>Screenshot of Tender Fee</li> <li>EMD</li> <li>Bid Submission Covering Letter</li> </ul>	<ul style="list-style-type: none"> <li>All Online Payments and copy of EMD / NSIC Exemption Certificate in case of a registered MSME</li> <li>Bid Submission Covering Letter as per Annexure Set I - Format 1</li> </ul>

**Note:**

- It is mandatory to submit the specified documents in support of the above eligibility criteria (pre- qualification & technical qualifications) and the company/firm/agency is likely to be disqualified should it fail to provide any of the specified documents.
- The Bidder is permitted to use the pre-qualification and technical credentials of its parent company of Indian origin for pre- qualification, technical qualification and any other qualification criteria purpose. In such case, the following additional documents are required to be submitted:
  - For meeting the pre technical / financial / any other qualification criteria of this Tender document, the bidder should submit a letter of consent duly signed and stamped by the authorized signatory of concerned parent entity whose credentials it is submitting.
- EMD exemption will be given to MSME Units registered with NSIC / Ministry of Micro, Small and Medium Enterprises. For MSME bidder (Lead Bidder in case of Consortium) claiming EMD exemption, a certificate (which is valid as on date of submission of bid) of registration with NSIC / Ministry of Micro, Small and Medium Enterprises to be uploaded (and photocopy submitted) in place of scanned copy of BG/DD for EMD.



#### 4.1.1 Vidharba: Technical Criteria for Bidding Implementation Partner of RailTel

SI	Parameter	Point System	Max. Mark
A			
1	The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to INR 70 Crores in India, during the last 3 financial years from IT / ITeS / ICT/ ITMS Projects.	<p>Aggregated Total Turnover of Bidder (All members jointly, in case of Consortium) (in INR)</p> <p>&lt; 70 Cr. : Disqualified</p> <p>&gt;=INR 70 Cr. &lt;= INR 100 Cr. : 3 Marks</p> <p>&gt; INR 100 Cr. Above: 5 Marks</p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <p>4. Lead Bidder (Company A):</p> <p>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</p> <p>5. Consortium Member B (Company B):</p> <p>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</p> <p>6. Consortium Member C (Company C):</p> <p>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</p> <p>Calculation:</p> <p>Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (54 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	5
2	Financial: Net Worth Bidder (Lead Bidder, in case of consortium) should have positive Net Worth as per the audited consolidated financial statements as on 31st March 2023.	<p>Net Worth of Bidder (Lead Bidder in case of Consortium):</p> <p>Net worth</p> <p>&lt;= INR 0 : Disqualified</p> <p>&gt; INR 0 &lt; INR 10 Cr. : 3 marks</p> <p>&gt;= INR 10 Cr. : 5 marks</p>	5
3	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed:</p> <p>One Similar Project: 169 Crore (Minimum Project Value per project, meeting the criteria (in INR)</p> <p>Two Similar Projects: 106 Crore (Minimum Project Value per project, meeting the criteria (in INR)</p> <p>Three Similar Projects: 85 Crore (Minimum</p>	<p>Total Project Value of maximum any three projects submitted meeting the Criteria:</p> <p>Total Project Value</p> <p>&lt; 169 Crore: Disqualified</p> <p>&gt;= 169 Crore and &lt; 269 Crore: 5 Marks</p> <p>&gt;= 269 Crore and &lt; 369 Crore: 8 Marks</p> <p>&gt;= 369 Crore : 10 Marks</p>	10



SI	Parameter	Point System	Max. Mark
	Project Value per project, meeting the criteria (in INR)		
4	The Video Analytics & Camera related OEM/s proposed for the project OR Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" in India with minimum 25 locations (completed/ongoing) for Smart City Surveillance/ ITMS/ ATCS/ Detecting (Wrong Way / Lane Change / Unauthorized Parking / Speed Violation (Spot or Average Speed) / ANPR systems/ Vehicle Classification/ RLVD) during last 7 years.	<p>Total number of projects submitted meeting the Criteria:</p> <p>Number of similar projects for which equipment are provided</p> <p>Zero Similar Project: 0 Marks</p> <p>One Similar Project: 4 Marks</p> <p>Two Similar Projects: 8 Marks</p> <p>Three Similar Projects: 12 Marks</p> <p>Four or More Similar Projects: 15 Marks</p> <p>Location Definition:</p> <p>A junction / location will be considered as "Single Location" irrespective of number of arms and / or number of lanes for one or more type of Violation Detection System at that junction / location.</p>	15
5	The Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" (Completed/ Ongoing) in India using 4G/ 5G based Primary Network Connectivity during last 7 years.	<p>Number of projects matching the criteria</p> <p>Zero Project: 0 Marks</p> <p>One Project: 3 Marks</p> <p>Two or More Projects: 5 Marks</p>	5
6	<p>The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below</p> <ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITeS / ICT services: Minimum 25</li> </ul>	<p>Total Number of resources in Enforcement system design and deployment services on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 5 : Disqualified</p> <p>&gt;= 5 and &lt; 10 : 2 Marks</p> <p>&gt;= 10 and &lt; 20 : 3 Marks</p> <p>&gt;= 20 : 5 Marks</p> <p>OR</p> <p>Total Number of IT / ITeS / ICT resources on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 25 Disqualified</p> <p>&gt;= 25 and &lt; 50 : 2 Marks</p> <p>&gt;= 50 and &lt; 100 : 3 Marks</p> <p>&gt;= 100 : 5 Marks</p>	5
7	The Bidder (All members jointly, in case of consortium) should have experience of executing minimum number of completed / ongoing Public Private Partnership (eg. BOT, BOOT, BOO, DBFOT, etc.) based projects in India as per below table, during last 7 years.	<p>Zero Project : 0 Marks</p> <p>One Project : 3 Marks</p> <p>Two or More Projects : 5 Marks</p> <p>Supporting Documents:</p> <ul style="list-style-type: none"> <li>Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>Additionally, a Completion Certificate OR</li> </ul> <p>In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</p> <p>Any other relevant document specifying the completion or</p>	5

SI	Parameter	Point System	Max. Mark
		ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.	

## 4.2 Nagpur: Pre-Qualification & Technical Criteria for Bidding Business Partner of RailTel

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
1	Legal Entity	<p>The Bidder (All members in case of Consortium) should be:</p> <ul style="list-style-type: none"> <li>• A company registered under the Indian Companies Act, 1956 / 2013 OR LLP firm under LLP provisions 2008, both as amended from time to time.</li> <li>• Registered with GST Authorities in India</li> </ul> <p>Bidder (Lead Bidder, in case of Consortium) should have been operating for the last five years in India (including name change / impact of mergers or acquisitions).</p> <p>Maximum three companies are allowed in a consortium including the Lead Bidder, subject to compliance to the clause 13.2 under "Instructions to Bidder". The Lead bidder shall essentially be the Master System Integrator, who will be jointly and severally responsible for complete scope, whereas consortium partners shall be severally responsible only for its respective scope.</p>	<p>For Bidder (All members of consortium)</p> <ul style="list-style-type: none"> <li>• Copy of Certificate of Incorporation Registration under Companies Act 1956 / 2013 OR Registered Limited Liability Partnership deed as applicable</li> <li>• The latest Income Tax returns along with the copy of PAN</li> <li>• Number of the bidder</li> <li>• Copy of PAN Number</li> <li>• Copy of Registration Certificates with the GST Authorities</li> <li>• Service Tax / Sales Tax Registration Certificates (of applicable years)</li> <li>• <b>For Bidder (Lead Bidder, in case of Consortium), documentary proof such as purchase orders or certified true copy of balance sheet and PL statements for last 5 years for operation in India as on the date of publishing of RFP notice.</b></li> <li>• Joint Bidding agreement clearly stating the roles and responsibilities of each member as per Annexure Set I - Format 11.</li> </ul>
2	Financial: Turnover	<p>The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to <b>INR 54 Crores in India</b>, during the last 3 financial years from IT / ITes / ICT/ ITMS Projects. <b>(FY 2021-22, 2022-23 &amp; 2023-24)</b></p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <ol style="list-style-type: none"> <li>1. Lead Bidder (Company A): <ul style="list-style-type: none"> <li>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</li> </ul> </li> <li>2. Consortium Member B (Company B): <ul style="list-style-type: none"> <li>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</li> </ul> </li> <li>3. Consortium Member C (Company C): <ul style="list-style-type: none"> <li>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</li> </ul> </li> </ol>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / Chartered Accountant.</li> <li>• Copy of Audited Financial Statements.</li> </ul> <p>In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</p> <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		<p>Calculation:  Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>• Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>• Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>• Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (88 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	
3	Financial: Networth	<p>Bidder (<b>Lead Bidder, in case of consortium</b>) should have positive Net Worth as per the audited consolidated financial statements as on <b>31st March 2024</b>.</p>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / CA clearly specifying the net worth of the firm.</li> <li>• Audited and Certified Balance Sheet and Profit/Loss Account of last 3 Financial Years should be enclosed.</li> </ul> <p>In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</p> <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>
4	Financial: Bank Solvency Certificate	<p>Bidder (Lead Bidder in case of Consortium) should submit a valid Bank Solvency Certificate of minimum INR 1 Crore issued not more than six months prior to the last date (deadline) of submission of bid.</p>	<ul style="list-style-type: none"> <li>• A Valid Solvency Certificate from the Bidder's bank</li> </ul>
5	Technical: Similar Project experience	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed</p> <p><b>One Similar Project: 132 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Two Similar Projects: 82 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Three Similar Projects: 66 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) )</p>	<ul style="list-style-type: none"> <li>• Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>• Additionally, a Completion Certificate OR In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</li> </ul> <p>Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.</p>
6	Experienced Manpower	<p>The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India</p>	<ul style="list-style-type: none"> <li>• Declaration from the HR head of the Bidder on company letter head as per Annexure Set I - Format 7.</li> </ul>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		as below <ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITeS / ICT services: Minimum 25</li> </ul>	
7	Local Office in Maharashtra.	Bidder (any one member in case of consortium) should have a local office in Maharashtra. If Bidder doesn't have local office in Maharashtra, it should open a local office within 30 days from date of Signing of the contract.	<ul style="list-style-type: none"> <li>Proof of the Local Office (Rental Agreement/Utility bill) in Maharashtra OR Undertaking from authorized signatory to open the local office in MH within 30 days from Date of Signing of contract.</li> </ul>
8	Certifications	The Bidder (All members jointly, in case of consortium) should possess the following Certifications which are valid at the time of bid submission: <ul style="list-style-type: none"> <li>ISO 9001:2008</li> <li>ISO 20000:2011</li> <li>ISO 27000:2013</li> <li>SEI CMMI- Level 3</li> </ul>	<ul style="list-style-type: none"> <li>The certifications shall need to be kept valid throughout the duration of the contract period.</li> </ul>
9	Blacklisting	The Bidder (all the members of Consortium) should not have been blacklisted by any Central Government and Department / State Government and Department / Central or state Public Sector Unit / Defence / Govt. Boards in India as on last date of submission of bid	<ul style="list-style-type: none"> <li>Undertaking by the authorized signatory of bidder (All members in case of Consortium) as per format given in Annexure Set I - Format 5.</li> </ul>
10	Payment and Acceptance	<ul style="list-style-type: none"> <li>Screenshot of Tender Fee</li> <li>EMD</li> <li>Bid Submission Covering Letter</li> </ul>	<ul style="list-style-type: none"> <li>All Online Payments and copy of EMD / NSIC Exemption Certificate in case of a registered MSME</li> <li>Bid Submission Covering Letter as per Annexure Set I - Format 1</li> </ul>

**Note:**

- It is mandatory to submit the specified documents in support of the above eligibility criteria (pre- qualification & technical qualifications) and the company/firm/agency is likely to be disqualified should it fail to provide any of the specified documents.
- The Bidder is permitted to use the pre-qualification and technical credentials of its parent company of Indian origin for pre- qualification, technical qualification and any other qualification criteria purpose. In such case, the following additional documents are required to be submitted:
  - For meeting the pre technical / financial / any other qualification criteria of this Tender document, the bidder should submit a letter of consent duly signed and stamped by the authorized signatory of concerned parent entity whose credentials it is submitting.
- EMD exemption will be given to MSME Units registered with NSIC / Ministry of Micro, Small and Medium Enterprises. For MSME bidder (Lead Bidder in case of Consortium) claiming EMD exemption, a certificate (which is valid as on date of submission of bid) of registration with NSIC / Ministry of Micro, Small and Medium Enterprises to be uploaded (and photocopy submitted) in place of scanned copy of BG/DD for EMD.

### 4.2.1 Nagpur: Technical Criteria for Bidding Implementation Partner of RailTel

SI	Parameter	Point System	Max. Mark
A			
1	The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to INR 70 Crores in India, during the last 3 financial years from IT / ITeS / ICT/ ITMS Projects.	<p>Aggregated Total Turnover of Bidder (All members jointly, in case of Consortium) (in INR)</p> <p>&lt; 54 Cr. : Disqualified</p> <p>&gt;=INR 54 Cr. &lt;= INR 104 Cr. : 3 Marks</p> <p>&gt; INR 104 Cr. Above: 5 Marks</p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <p>4. Lead Bidder (Company A):</p> <p>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</p> <p>5. Consortium Member B (Company B):</p> <p>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</p> <p>6. Consortium Member C (Company C):</p> <p>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</p> <p>Calculation:</p> <p>Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (54 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	5
2	Financial: Net Worth Bidder (Lead Bidder, in case of consortium) should have positive Net Worth as per the audited consolidated financial statements as on 31st March 2023.	<p>Net Worth of Bidder (Lead Bidder in case of Consortium):</p> <p>Net worth</p> <p>&lt;= INR 0 : Disqualified</p> <p>&gt; INR 0 &lt; INR 10 Cr. : 3 marks</p> <p>&gt;= INR 10 Cr. : 5 marks</p>	5
3	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed:</p> <p>One Similar Project: 132 Crore (Minimum Project Value per project, meeting the criteria (in INR)</p> <p>Two Similar Projects: 82 Crore (Minimum Project Value per project, meeting the criteria (in INR)</p>	<p>Total Project Value of maximum any three projects submitted meeting the Criteria:</p> <p>Total Project Value</p> <p>&lt; 132 Crore: Disqualified</p> <p>&gt;= 132 Crore and &lt; 232 Crore: 5 Marks</p> <p>&gt;= 232 Crore and &lt; 332 Crore: 8 Marks</p> <p>&gt;= 332 Crore : 10 Marks</p>	10

SI	Parameter	Point System	Max. Mark
	Three Similar Projects: 66 Crore (Minimum Project Value per project, meeting the criteria (in INR)		
4	The Video Analytics & Camera related OEM/s proposed for the project OR Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" in India with minimum 25 locations (completed/ongoing) for Smart City Surveillance/ ITMS/ ATCS/ Detecting (Wrong Way / Lane Change / Unauthorized Parking / Speed Violation (Spot or Average Speed) / ANPR systems/ Vehicle Classification/ RLVD) during last 7 years.	<p>Total number of projects submitted meeting the Criteria:</p> <p>Number of similar projects for which equipment are provided</p> <p>Zero Similar Project: 0 Marks</p> <p>One Similar Project: 4 Marks</p> <p>Two Similar Projects: 8 Marks</p> <p>Three Similar Projects: 12 Marks</p> <p>Four or More Similar Projects: 15 Marks</p> <p>Location Definition: A junction / location will be considered as "Single Location" irrespective of number of arms and / or number of lanes for one or more type of Violation Detection System at that junction / location.</p>	15
5	The Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" (Completed/ Ongoing) in India using 4G/ 5G based Primary Network Connectivity during last 7 years.	<p>Number of projects matching the criteria</p> <p>Zero Project: 0 Marks</p> <p>One Project: 3 Marks</p> <p>Two or More Projects: 5 Marks</p>	5
6	<p>The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below</p> <ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITeS / ICT services: Minimum 25</li> </ul>	<p>Total Number of resources in Enforcement system design and deployment services on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 5 : Disqualified</p> <p>&gt;= 5 and &lt; 10 : 2 Marks</p> <p>&gt;= 10 and &lt; 20 : 3 Marks</p> <p>&gt;= 20 : 5 Marks</p> <p>OR</p> <p>Total Number of IT / ITeS / ICT resources on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 25 Disqualified</p> <p>&gt;= 25 and &lt; 50 : 2 Marks</p> <p>&gt;= 50 and &lt; 100 : 3 Marks</p> <p>&gt;= 100 : 5 Marks</p>	5
7	The Bidder (All members jointly, in case of consortium) should have experience of executing minimum number of completed / ongoing Public Private Partnership (eg. BOT, BOOT, BOO, DBFOT, etc.) based projects in India as per below table, during last 7 years.	<p>Zero Project : 0 Marks</p> <p>One Project : 3 Marks</p> <p>Two or More Projects : 5 Marks</p> <p>Supporting Documents:</p> <ul style="list-style-type: none"> <li>Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>Additionally, a Completion Certificate OR</li> </ul> <p>In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</p>	5

SI	Parameter	Point System	Max. Mark
		Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.	

### 4.3 Mumbai: Technical Criteria for Bidding Implementation Partner of RailTel

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
1	Legal Entity	<p>The Bidder (All members in case of Consortium) should be:</p> <ul style="list-style-type: none"> <li>• A company registered under the Indian Companies Act, 1956 / 2013 OR LLP firm under LLP provisions 2008, both as amended from time to time.</li> <li>• Registered with GST Authorities in India</li> </ul> <p>Bidder (Lead Bidder, in case of Consortium) should have been operating for the last five years in India (including name change / impact of mergers or acquisitions).</p> <p>Maximum three companies are allowed in a consortium including the Lead Bidder, subject to compliance to the clause 13.2 under "Instructions to Bidder". The Lead bidder shall essentially be the Master System Integrator, who will be jointly and severally responsible for complete scope, whereas consortium partners shall be severally responsible only for its respective scope.</p>	<p>For Bidder (All members of consortium)</p> <ul style="list-style-type: none"> <li>• Copy of Certificate of Incorporation Registration under Companies Act 1956 / 2013 OR Registered Limited Liability Partnership deed as applicable</li> <li>• The latest Income Tax returns along with the copy of PAN</li> <li>• Number of the bidder</li> <li>• Copy of PAN Number</li> <li>• Copy of Registration Certificates with the GST Authorities</li> <li>• Service Tax / Sales Tax Registration Certificates (of applicable years)</li> <li>• <b>For Bidder (Lead Bidder, in case of Consortium), documentary proof such as purchase orders or certified true copy of balance sheet and PL statements for last 5 years for operation in India as on the date of publishing of RFP notice.</b></li> <li>• Joint Bidding agreement clearly stating the roles and responsibilities of each member as per Annexure Set I - Format 11.</li> </ul>
2	Financial: Turnover	<p>The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to <b>INR 88 Crores in India</b>, during the last 3 financial years from IT / ITes / ICT/ ITMS Projects. <b>(FY 2021-22, 2022-23 &amp; 2023-24)</b></p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <ol style="list-style-type: none"> <li>1. Lead Bidder (Company A): <ul style="list-style-type: none"> <li>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</li> </ul> </li> <li>2. Consortium Member B (Company B): <ul style="list-style-type: none"> <li>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</li> </ul> </li> <li>3. Consortium Member C (Company C): <ul style="list-style-type: none"> <li>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</li> </ul> </li> </ol> <p>Calculation:</p>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / Chartered Accountant.</li> <li>• Copy of Audited Financial Statements.</li> </ul> <p>In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</p> <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>



S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		<p>Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>• Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>• Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>• Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (88 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	
3	Financial: Network	<p>Bidder (<b>Lead Bidder, in case of consortium</b>) should have positive Net Worth as per the audited consolidated financial statements as on <b>31st March 2024</b>.</p>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / CA clearly specifying the net worth of the firm.</li> <li>• Audited and Certified Balance Sheet and Profit/Loss Account of last 3 Financial Years should be enclosed.</li> </ul> <p>In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</p> <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>
4	Financial: Bank Solvency Certificate	<p>Bidder (Lead Bidder in case of Consortium) should submit a valid Bank Solvency Certificate of minimum INR 1 Crore issued not more than six months prior to the last date (deadline) of submission of bid.</p>	<ul style="list-style-type: none"> <li>• A Valid Solvency Certificate from the Bidder's bank</li> </ul>
5	Technical: Similar Project experience	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed</p> <p><b>One Similar Project: 210 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Two Similar Projects: 131 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Three Similar Projects: 105 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) )</p>	<ul style="list-style-type: none"> <li>• Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>• Additionally, a Completion Certificate OR In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</li> </ul> <p>Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.</p>
6	Experienced Manpower	<p>The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below</p>	<ul style="list-style-type: none"> <li>• Declaration from the HR head of the Bidder on company letter head as per Annexure Set I - Format 7.</li> </ul>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		<ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITeS / ICT services: Minimum 25</li> </ul>	
7	Local Office in Maharashtra.	<p>Bidder (any one member in case of consortium) should have a local office in Maharashtra.</p> <p>If Bidder doesn't have local office in Maharashtra, it should open a local office within 30 days from date of Signing of the contract.</p>	<ul style="list-style-type: none"> <li>Proof of the Local Office (Rental Agreement/Utility bill) in Maharashtra OR Undertaking from authorized signatory to open the local office in MH within 30 days from Date of Signing of contract.</li> </ul>
8	Certifications	<p>The Bidder (All members jointly, in case of consortium) should possess the following Certifications which are valid at the time of bid submission:</p> <ul style="list-style-type: none"> <li>ISO 9001:2008</li> <li>ISO 20000:2011</li> <li>ISO 27000:2013</li> <li>SEI CMMI- Level 3</li> </ul>	<ul style="list-style-type: none"> <li>The certifications shall need to be kept valid throughout the duration of the contract period.</li> </ul>
9	Blacklisting	<p>The Bidder (all the members of Consortium) should not have been blacklisted by any Central Government and Department / State Government and Department / Central or state Public Sector Unit / Defence / Govt. Boards in India as on last date of submission of bid</p>	<ul style="list-style-type: none"> <li>Undertaking by the authorized signatory of bidder (All members in case of Consortium) as per format given in Annexure Set I - Format 5.</li> </ul>
10	Payment and Acceptance	<ul style="list-style-type: none"> <li>Screenshot of Tender Fee</li> <li>EMD</li> <li>Bid Submission Covering Letter</li> </ul>	<ul style="list-style-type: none"> <li>All Online Payments and copy of EMD / NSIC Exemption Certificate in case of a registered MSME</li> <li>Bid Submission Covering Letter as per Annexure Set I - Format 1</li> </ul>

**Note:**

- It is mandatory to submit the specified documents in support of the above eligibility criteria (pre-qualification & technical qualifications) and the company/firm/agency is likely to be disqualified should it fail to provide any of the specified documents.
- The Bidder is permitted to use the pre-qualification and technical credentials of its parent company of Indian origin for pre-qualification, technical qualification and any other qualification criteria purpose. In such case, the following additional documents are required to be submitted:
  - For meeting the pre technical / financial / any other qualification criteria of this Tender document, the bidder should submit a letter of consent duly signed and stamped by the authorized signatory of concerned parent entity whose credentials it is submitting.
- EMD exemption will be given to MSME Units registered with NSIC / Ministry of Micro, Small and Medium Enterprises. For MSME bidder (Lead Bidder in case of Consortium) claiming EMD exemption, a certificate (which is valid as on date of submission of bid) of registration with NSIC / Ministry of Micro, Small and Medium Enterprises to be uploaded (and photocopy submitted) in place of scanned copy of BG/DD for EMD.

### 4.3.1 Mumbai: Technical Criteria for Bidding Implementation Partner of RailTel

SI	Parameter	Point System	Max. Mark
A			
1	The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to INR <b>88</b> Crores in India, during the last 3 financial years from IT / ITeS / ICT/ ITMS Projects.	<p>Aggregated Total Turnover of Bidder (All members jointly, in case of Consortium) (in INR)</p> <p>&lt; 88 Cr. : Disqualified</p> <p>&gt;=INR 88 Cr. &lt;= INR 138 Cr. : 3 Marks</p> <p>&gt; INR 138 Cr. Above: 5 Marks</p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <p>4. Lead Bidder (Company A):</p> <p>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</p> <p>5. Consortium Member B (Company B):</p> <p>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</p> <p>6. Consortium Member C (Company C):</p> <p>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</p> <p>Calculation:</p> <p>Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (88 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	5
2	Financial: Net Worth Bidder (Lead Bidder, in case of consortium) should have positive Net Worth as per the audited consolidated financial statements as on 31st March 2023.	<p>Net Worth of Bidder (Lead Bidder in case of Consortium):</p> <p>Net worth</p> <p>&lt;= INR 0 : Disqualified</p> <p>&gt; INR 0 &lt; INR 10 Cr. : 3 marks</p> <p>&gt;= INR 10 Cr. : 5 marks</p>	5
3	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed:</p> <p>One Similar Project: 210 Crore (Minimum Project Value per project, meeting the criteria (in INR)</p> <p>Two Similar Projects: 131 Crore (Minimum Project Value per project, meeting the criteria (in INR)</p>	<p>Total Project Value of maximum any three projects submitted meeting the Criteria:</p> <p>Total Project Value</p> <p>&lt; 210 Crore: Disqualified</p> <p>&gt;= 210 Crore and &lt; 310 Crore: 5 Marks</p> <p>&gt;= 310 Crore and &lt; 410 Crore: 8 Marks</p> <p>&gt;= 410 Crore : 10 Marks</p>	10

SI	Parameter	Point System	Max. Mark
	Three Similar Projects: 105 Crore (Minimum Project Value per project, meeting the criteria (in INR)		
4	The Video Analytics & Camera related OEM/s proposed for the project OR Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" in India with minimum 25 locations (completed/ongoing) for Smart City Surveillance/ ITMS/ ATCS/ Detecting (Wrong Way / Lane Change / Unauthorized Parking / Speed Violation (Spot or Average Speed) / ANPR systems/ Vehicle Classification/ RLVD) during last 7 years.	<p>Total number of projects submitted meeting the Criteria:</p> <p>Number of similar projects for which equipment are provided</p> <p>Zero Similar Project: 0 Marks</p> <p>One Similar Project: 4 Marks</p> <p>Two Similar Projects: 8 Marks</p> <p>Three Similar Projects: 12 Marks</p> <p>Four or More Similar Projects: 15 Marks</p> <p>Location Definition: A junction / location will be considered as "Single Location" irrespective of number of arms and / or number of lanes for one or more type of Violation Detection System at that junction / location.</p>	15
5	The Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" (Completed/ Ongoing) in India using 4G/ 5G based Primary Network Connectivity during last 7 years.	<p>Number of projects matching the criteria</p> <p>Zero Project: 0 Marks</p> <p>One Project: 3 Marks</p> <p>Two or More Projects: 5 Marks</p>	5
6	<p>The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below</p> <ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITeS / ICT services: Minimum 25</li> </ul>	<p>Total Number of resources in Enforcement system design and deployment services on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 5 : Disqualified</p> <p>&gt;= 5 and &lt; 10 : 2 Marks</p> <p>&gt;= 10 and &lt; 20 : 3 Marks</p> <p>&gt;= 20 : 5 Marks</p> <p>OR</p> <p>Total Number of IT / ITeS / ICT resources on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 25 Disqualified</p> <p>&gt;= 25 and &lt; 50 : 2 Marks</p> <p>&gt;= 50 and &lt; 100 : 3 Marks</p> <p>&gt;= 100 : 5 Marks</p>	5
7	The Bidder (All members jointly, in case of consortium) should have experience of executing minimum number of completed / ongoing Public Private Partnership (eg. BOT, BOOT, BOO, DBFOT, etc.) based projects in India as per below table, during last 7 years.	<p>Zero Project : 0 Marks</p> <p>One Project : 3 Marks</p> <p>Two or More Projects : 5 Marks</p> <p>Supporting Documents:</p> <ul style="list-style-type: none"> <li>Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>Additionally, a Completion Certificate OR</li> </ul> <p>In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</p>	5

SI	Parameter	Point System	Max. Mark
		Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.	

#### 4.4 Pune: Technical Criteria for Bidding Implementation Partner of RailTel

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
1	Legal Entity	<p>The Bidder (All members in case of Consortium) should be:</p> <ul style="list-style-type: none"> <li>• A company registered under the Indian Companies Act, 1956 / 2013 OR LLP firm under LLP provisions 2008, both as amended from time to time.</li> <li>• Registered with GST Authorities in India</li> </ul> <p>Bidder (Lead Bidder, in case of Consortium) should have been operating for the last five years in India (including name change / impact of mergers or acquisitions).</p> <p>Maximum three companies are allowed in a consortium including the Lead Bidder, subject to compliance to the clause 13.2 under "Instructions to Bidder". The Lead bidder shall essentially be the Master System Integrator, who will be jointly and severally responsible for complete scope, whereas consortium partners shall be severally responsible only for its respective scope.</p>	<p>For Bidder (All members of consortium)</p> <ul style="list-style-type: none"> <li>• Copy of Certificate of Incorporation Registration under Companies Act 1956 / 2013 OR Registered Limited Liability Partnership deed as applicable</li> <li>• The latest Income Tax returns along with the copy of PAN</li> <li>• Number of the bidder</li> <li>• Copy of PAN Number</li> <li>• Copy of Registration Certificates with the GST Authorities</li> <li>• Service Tax / Sales Tax Registration Certificates (of applicable years)</li> <li>• <b>For Bidder (Lead Bidder, in case of Consortium), documentary proof such as purchase orders or certified true copy of balance sheet and PL statements for last 5 years for operation in India as on the date of publishing of RFP notice.</b></li> <li>• Joint Bidding agreement clearly stating the roles and responsibilities of each member as per Annexure Set I - Format 11.</li> </ul>
2	Financial: Turnover	<p>The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to <b>INR 86 Crores in India</b>, during the last 3 financial years from IT / ITes / ICT/ ITMS Projects. <b>(FY 2021-22, 2022-23 &amp; 2023-24)</b></p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <ol style="list-style-type: none"> <li>1. Lead Bidder (Company A): <ul style="list-style-type: none"> <li>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</li> </ul> </li> <li>2. Consortium Member B (Company B): <ul style="list-style-type: none"> <li>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</li> </ul> </li> <li>3. Consortium Member C (Company C): <ul style="list-style-type: none"> <li>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</li> </ul> </li> </ol>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / Chartered Accountant.</li> <li>• Copy of Audited Financial Statements. In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</li> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		<p>Calculation:  Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>• Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>• Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>• Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (88 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	
3	Financial: Networth	<p>Bidder (<b>Lead Bidder, in case of consortium</b>) should have positive Net Worth as per the audited consolidated financial statements as on <b>31st March 2024</b>.</p>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / CA clearly specifying the net worth of the firm.</li> <li>• Audited and Certified Balance Sheet and Profit/Loss Account of last 3 Financial Years should be enclosed.</li> </ul> <p>In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</p> <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>
4	Financial: Bank Solvency Certificate	<p>Bidder (Lead Bidder in case of Consortium) should submit a valid Bank Solvency Certificate of minimum INR 1 Crore issued not more than six months prior to the last date (deadline) of submission of bid.</p>	<ul style="list-style-type: none"> <li>• A Valid Solvency Certificate from the Bidder's bank</li> </ul>
5	Technical: Similar Project experience	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed</p> <p><b>One Similar Project: 207 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Two Similar Projects: 130 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Three Similar Projects: 104 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) )</p>	<ul style="list-style-type: none"> <li>• Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>• Additionally, a Completion Certificate OR In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</li> </ul> <p>Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.</p>
6	Experienced Manpower	<p>The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India</p>	<ul style="list-style-type: none"> <li>• Declaration from the HR head of the Bidder on company letter head as per Annexure Set I - Format 7.</li> </ul>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		as below <ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITeS / ICT services: Minimum 25</li> </ul>	
7	Local Office in Maharashtra.	Bidder (any one member in case of consortium) should have a local office in Maharashtra. If Bidder doesn't have local office in Maharashtra, it should open a local office within 30 days from date of Signing of the contract.	<ul style="list-style-type: none"> <li>Proof of the Local Office (Rental Agreement/Utility bill) in Maharashtra OR Undertaking from authorized signatory to open the local office in MH within 30 days from Date of Signing of contract.</li> </ul>
8	Certifications	The Bidder (All members jointly, in case of consortium) should possess the following Certifications which are valid at the time of bid submission: <ul style="list-style-type: none"> <li>ISO 9001:2008</li> <li>ISO 20000:2011</li> <li>ISO 27000:2013</li> <li>SEI CMMI- Level 3</li> </ul>	<ul style="list-style-type: none"> <li>The certifications shall need to be kept valid throughout the duration of the contract period.</li> </ul>
9	Blacklisting	The Bidder (all the members of Consortium) should not have been blacklisted by any Central Government and Department / State Government and Department / Central or state Public Sector Unit / Defence / Govt. Boards in India as on last date of submission of bid	<ul style="list-style-type: none"> <li>Undertaking by the authorized signatory of bidder (All members in case of Consortium) as per format given in Annexure Set I - Format 5.</li> </ul>
10	Payment and Acceptance	<ul style="list-style-type: none"> <li>Screenshot of Tender Fee</li> <li>EMD</li> <li>Bid Submission Covering Letter</li> </ul>	<ul style="list-style-type: none"> <li>All Online Payments and copy of EMD / NSIC Exemption Certificate in case of a registered MSME</li> <li>Bid Submission Covering Letter as per Annexure Set I - Format 1</li> </ul>

**Note:**

- It is mandatory to submit the specified documents in support of the above eligibility criteria (pre- qualification & technical qualifications) and the company/firm/agency is likely to be disqualified should it fail to provide any of the specified documents.
- The Bidder is permitted to use the pre-qualification and technical credentials of its parent company of Indian origin for pre- qualification, technical qualification and any other qualification criteria purpose. In such case, the following additional documents are required to be submitted:
  - For meeting the pre technical / financial / any other qualification criteria of this Tender document, the bidder should submit a letter of consent duly signed and stamped by the authorized signatory of concerned parent entity whose credentials it is submitting.
- EMD exemption will be given to MSME Units registered with NSIC / Ministry of Micro, Small and Medium Enterprises. For MSME bidder (Lead Bidder in case of Consortium) claiming EMD exemption, a certificate (which is valid as on date of submission of bid) of registration with NSIC / Ministry of Micro, Small and Medium Enterprises to be uploaded (and photocopy submitted) in place of scanned copy of BG/DD for EMD.



#### 4.4.1 Pune: Technical Criteria for Bidding Implementation Partner of RailTel

SI	Parameter	Point System	Max. Mark
A			
1	The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to INR <b>88</b> Crores in India, during the last 3 financial years from IT / ITes / ICT/ ITMS Projects.	<p>Aggregated Total Turnover of Bidder (All members jointly, in case of Consortium) (in INR)</p> <p>&lt; 86 Cr. : Disqualified</p> <p>&gt;=INR 86 Cr. &lt;= INR 136 Cr. : 3 Marks</p> <p>&gt; INR 136 Cr. Above: 5 Marks</p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <p>4. Lead Bidder (Company A):</p> <p>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</p> <p>5. Consortium Member B (Company B):</p> <p>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</p> <p>6. Consortium Member C (Company C):</p> <p>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</p> <p>Calculation:</p> <p>Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>• Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>• Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>• Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (88 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	5
2	Financial: Net Worth Bidder (Lead Bidder, in case of consortium) should have positive Net Worth as per the audited consolidated financial statements as on 31st March 2023.	<p>Net Worth of Bidder (Lead Bidder in case of Consortium):</p> <p>Net worth</p> <p>&lt;= INR 0 : Disqualified</p> <p>&gt; INR 0 &lt; INR 10 Cr. : 3 marks</p> <p>&gt;= INR 10 Cr. : 5 marks</p>	5
3	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed:</p> <p>One Similar Project: 207 Crore (Minimum Project Value per project, meeting the criteria (in INR)</p> <p>Two Similar Projects: 130 Crore (Minimum Project Value per project, meeting the criteria (in INR)</p>	<p>Total Project Value of maximum any three projects submitted meeting the Criteria:</p> <p>Total Project Value</p> <p>&lt; 207 Crore: Disqualified</p> <p>&gt;= 207 Crore and &lt; 307 Crore: 5 Marks</p> <p>&gt;= 307 Crore and &lt; 407 Crore: 8 Marks</p> <p>&gt;= 407 Crore : 10 Marks</p>	10

SI	Parameter	Point System	Max. Mark
	Three Similar Projects: 104 Crore (Minimum Project Value per project, meeting the criteria (in INR)		
4	The Video Analytics & Camera related OEM/s proposed for the project OR Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" in India with minimum 25 locations (completed/ongoing) for Smart City Surveillance/ ITMS/ ATCS/ Detecting (Wrong Way / Lane Change / Unauthorized Parking / Speed Violation (Spot or Average Speed) / ANPR systems/ Vehicle Classification/ RLVD) during last 7 years.	<p>Total number of projects submitted meeting the Criteria:</p> <p>Number of similar projects for which equipment are provided</p> <p>Zero Similar Project: 0 Marks</p> <p>One Similar Project: 4 Marks</p> <p>Two Similar Projects: 8 Marks</p> <p>Three Similar Projects: 12 Marks</p> <p>Four or More Similar Projects: 15 Marks</p> <p>Location Definition: A junction / location will be considered as "Single Location" irrespective of number of arms and / or number of lanes for one or more type of Violation Detection System at that junction / location.</p>	15
5	The Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" (Completed/ Ongoing) in India using 4G/ 5G based Primary Network Connectivity during last 7 years.	<p>Number of projects matching the criteria</p> <p>Zero Project: 0 Marks</p> <p>One Project: 3 Marks</p> <p>Two or More Projects: 5 Marks</p>	5
6	<p>The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below</p> <ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITeS / ICT services: Minimum 25</li> </ul>	<p>Total Number of resources in Enforcement system design and deployment services on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 5 : Disqualified</p> <p>&gt;= 5 and &lt; 10 : 2 Marks</p> <p>&gt;= 10 and &lt; 20 : 3 Marks</p> <p>&gt;= 20 : 5 Marks</p> <p>OR</p> <p>Total Number of IT / ITeS / ICT resources on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 25 Disqualified</p> <p>&gt;= 25 and &lt; 50 : 2 Marks</p> <p>&gt;= 50 and &lt; 100 : 3 Marks</p> <p>&gt;= 100 : 5 Marks</p>	5
7	The Bidder (All members jointly, in case of consortium) should have experience of executing minimum number of completed / ongoing Public Private Partnership (eg. BOT, BOOT, BOO, DBFOT, etc.) based projects in India as per below table, during last 7 years.	<p>Zero Project : 0 Marks</p> <p>One Project : 3 Marks</p> <p>Two or More Projects : 5 Marks</p> <p>Supporting Documents:</p> <ul style="list-style-type: none"> <li>Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>Additionally, a Completion Certificate OR</li> </ul> <p>In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</p>	5

SI	Parameter	Point System	Max. Mark
		Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.	

#### 4.5 Marathwada: Technical Criteria for Bidding Implementation Partner of RailTel

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
1	Legal Entity	<p>The Bidder (All members in case of Consortium) should be:</p> <ul style="list-style-type: none"> <li>• A company registered under the Indian Companies Act, 1956 / 2013 OR LLP firm under LLP provisions 2008, both as amended from time to time.</li> <li>• Registered with GST Authorities in India</li> </ul> <p>Bidder (Lead Bidder, in case of Consortium) should have been operating for the last five years in India (including name change / impact of mergers or acquisitions).</p> <p>Maximum three companies are allowed in a consortium including the Lead Bidder, subject to compliance to the clause 13.2 under "Instructions to Bidder". The Lead bidder shall essentially be the Master System Integrator, who will be jointly and severally responsible for complete scope, whereas consortium partners shall be severally responsible only for its respective scope.</p>	<p>For Bidder (All members of consortium)</p> <ul style="list-style-type: none"> <li>• Copy of Certificate of Incorporation Registration under Companies Act 1956 / 2013 OR Registered Limited Liability Partnership deed as applicable</li> <li>• The latest Income Tax returns along with the copy of PAN</li> <li>• Number of the bidder</li> <li>• Copy of PAN Number</li> <li>• Copy of Registration Certificates with the GST Authorities</li> <li>• Service Tax / Sales Tax Registration Certificates (of applicable years)</li> <li>• <b>For Bidder (Lead Bidder, in case of Consortium), documentary proof such as purchase orders or certified true copy of balance sheet and PL statements for last 5 years for operation in India as on the date of publishing of RFP notice.</b></li> <li>• Joint Bidding agreement clearly stating the roles and responsibilities of each member as per Annexure Set I - Format 11.</li> </ul>
2	Financial: Turnover	<p>The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to <b>INR 95 Crores in India</b>, during the last 3 financial years from IT / ITes / ICT/ ITMS Projects. <b>(FY 2021-22, 2022-23 &amp; 2023-24)</b></p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <ol style="list-style-type: none"> <li>1. Lead Bidder (Company A): <ul style="list-style-type: none"> <li>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</li> </ul> </li> <li>2. Consortium Member B (Company B): <ul style="list-style-type: none"> <li>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</li> </ul> </li> <li>3. Consortium Member C (Company C): <ul style="list-style-type: none"> <li>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</li> </ul> </li> </ol> <p>Calculation:</p>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / Chartered Accountant.</li> <li>• Copy of Audited Financial Statements.</li> </ul> <p>In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</p> <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		<p>Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>• Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>• Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>• Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (88 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	
3	Financial: Network	<p>Bidder (<b>Lead Bidder, in case of consortium</b>) should have positive Net Worth as per the audited consolidated financial statements as on <b>31st March 2024</b>.</p>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / CA clearly specifying the net worth of the firm.</li> <li>• Audited and Certified Balance Sheet and Profit/Loss Account of last 3 Financial Years should be enclosed.</li> </ul> <p>In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</p> <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>
4	Financial: Bank Solvency Certificate	<p>Bidder (Lead Bidder in case of Consortium) should submit a valid Bank Solvency Certificate of minimum INR 1 Crore issued not more than six months prior to the last date (deadline) of submission of bid.</p>	<ul style="list-style-type: none"> <li>• A Valid Solvency Certificate from the Bidder's bank</li> </ul>
5	Technical: Similar Project experience	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed</p> <p><b>One Similar Project: 228 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Two Similar Projects: 142 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR</p> <p><b>Three Similar Projects: 114 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) )</p>	<ul style="list-style-type: none"> <li>• Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>• Additionally, a Completion Certificate OR In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</li> </ul> <p>Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.</p>
6	Experienced Manpower	<p>The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below</p>	<ul style="list-style-type: none"> <li>• Declaration from the HR head of the Bidder on company letter head as per Annexure Set I - Format 7.</li> </ul>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		<ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITeS / ICT services: Minimum 25</li> </ul>	
7	Local Office in Maharashtra.	<p>Bidder (any one member in case of consortium) should have a local office in Maharashtra.</p> <p>If Bidder doesn't have local office in Maharashtra, it should open a local office within 30 days from date of Signing of the contract.</p>	<ul style="list-style-type: none"> <li>Proof of the Local Office (Rental Agreement/Utility bill) in Maharashtra OR Undertaking from authorized signatory to open the local office in MH within 30 days from Date of Signing of contract.</li> </ul>
8	Certifications	<p>The Bidder (All members jointly, in case of consortium) should possess the following Certifications which are valid at the time of bid submission:</p> <ul style="list-style-type: none"> <li>ISO 9001:2008</li> <li>ISO 20000:2011</li> <li>ISO 27000:2013</li> <li>SEI CMMI- Level 3</li> </ul>	<ul style="list-style-type: none"> <li>The certifications shall need to be kept valid throughout the duration of the contract period.</li> </ul>
9	Blacklisting	<p>The Bidder (all the members of Consortium) should not have been blacklisted by any Central Government and Department / State Government and Department / Central or state Public Sector Unit / Defence / Govt. Boards in India as on last date of submission of bid</p>	<ul style="list-style-type: none"> <li>Undertaking by the authorized signatory of bidder (All members in case of Consortium) as per format given in Annexure Set I - Format 5.</li> </ul>
10	Payment and Acceptance	<ul style="list-style-type: none"> <li>Screenshot of Tender Fee</li> <li>EMD</li> <li>Bid Submission Covering Letter</li> </ul>	<ul style="list-style-type: none"> <li>All Online Payments and copy of EMD / NSIC Exemption Certificate in case of a registered MSME</li> <li>Bid Submission Covering Letter as per Annexure Set I - Format 1</li> </ul>

**Note:**

- It is mandatory to submit the specified documents in support of the above eligibility criteria (pre-qualification & technical qualifications) and the company/firm/agency is likely to be disqualified should it fail to provide any of the specified documents.
- The Bidder is permitted to use the pre-qualification and technical credentials of its parent company of Indian origin for pre-qualification, technical qualification and any other qualification criteria purpose. In such case, the following additional documents are required to be submitted:
  - For meeting the pre technical / financial / any other qualification criteria of this Tender document, the bidder should submit a letter of consent duly signed and stamped by the authorized signatory of concerned parent entity whose credentials it is submitting.
- EMD exemption will be given to MSME Units registered with NSIC / Ministry of Micro, Small and Medium Enterprises. For MSME bidder (Lead Bidder in case of Consortium) claiming EMD exemption, a certificate (which is valid as on date of submission of bid) of registration with NSIC / Ministry of Micro, Small and Medium Enterprises to be uploaded (and photocopy submitted) in place of scanned copy of BG/DD for EMD.

### 4.5.1 Marathwada: Technical Criteria for Bidding Implementation Partner of RailTel

SI	Parameter	Point System	Max. Mark
A			
1	The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to <b>INR 95 Crores</b> in India, during the last 3 financial years from IT / ITeS / ICT/ ITMS Projects.	<p>Aggregated Total Turnover of Bidder (All members jointly, in case of Consortium) (in INR)</p> <p>&lt; 95 Cr. : Disqualified</p> <p>&gt;=INR 95 Cr. &lt;= INR 145 Cr. : 3 Marks</p> <p>&gt; INR 145 Cr. Above: 5 Marks</p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <p>4. Lead Bidder (Company A):</p> <p>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</p> <p>5. Consortium Member B (Company B):</p> <p>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</p> <p>6. Consortium Member C (Company C):</p> <p>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</p> <p>Calculation:</p> <p>Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (95 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	5
2	Financial: Net Worth Bidder (Lead Bidder, in case of consortium) should have positive Net Worth as per the audited consolidated financial statements as on 31st March 2023.	<p>Net Worth of Bidder (Lead Bidder in case of Consortium):</p> <p>Net worth</p> <p>&lt;= INR 0 : Disqualified</p> <p>&gt; INR 0 &lt; INR 10 Cr. : 3 marks</p> <p>&gt;= INR 10 Cr. : 5 marks</p>	5
3	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed:</p> <p>One Similar Project: <b>228 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR)</p> <p>Two Similar Projects: <b>142 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR)</p>	<p>Total Project Value of maximum any three projects submitted meeting the Criteria:</p> <p>Total Project Value</p> <p>&lt; 228 Crore: Disqualified</p> <p>&gt;= 228 Crore and &lt; 328 Crore: 5 Marks</p> <p>&gt;= 328 Crore and &lt; 428 Crore: 8 Marks</p> <p>&gt;= 428 Crore : 10 Marks</p>	10

SI	Parameter	Point System	Max. Mark
	Three Similar Projects: <b>114</b> Crore (Minimum Project Value per project, meeting the criteria (in INR)		
4	The Video Analytics & Camera related OEM/s proposed for the project OR Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" in India with minimum 25 locations (completed/ongoing) for Smart City Surveillance/ ITMS/ ATCS/ Detecting (Wrong Way / Lane Change / Unauthorized Parking / Speed Violation (Spot or Average Speed) / ANPR systems/ Vehicle Classification/ RLVD) during last 7 years.	<p>Total number of projects submitted meeting the Criteria:</p> <p>Number of similar projects for which equipment are provided</p> <p>Zero Similar Project: 0 Marks</p> <p>One Similar Project: 4 Marks</p> <p>Two Similar Projects: 8 Marks</p> <p>Three Similar Projects: 12 Marks</p> <p>Four or More Similar Projects: 15 Marks</p> <p>Location Definition: A junction / location will be considered as "Single Location" irrespective of number of arms and / or number of lanes for one or more type of Violation Detection System at that junction / location.</p>	15
5	The Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" (Completed/ Ongoing) in India using 4G/ 5G based Primary Network Connectivity during last 7 years.	<p>Number of projects matching the criteria</p> <p>Zero Project: 0 Marks</p> <p>One Project: 3 Marks</p> <p>Two or More Projects: 5 Marks</p>	5
6	<p>The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below</p> <ul style="list-style-type: none"> <li>Enforcement system design and deployment services: Minimum 5 OR</li> <li>IT / ITeS / ICT services: Minimum 25</li> </ul>	<p>Total Number of resources in Enforcement system design and deployment services on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 5 : Disqualified</p> <p>&gt;= 5 and &lt; 10 : 2 Marks</p> <p>&gt;= 10 and &lt; 20 : 3 Marks</p> <p>&gt;= 20 : 5 Marks</p> <p>OR</p> <p>Total Number of IT / ITeS / ICT resources on its payroll meeting the criteria:</p> <p>Resources</p> <p>&lt; 25 Disqualified</p> <p>&gt;= 25 and &lt; 50 : 2 Marks</p> <p>&gt;= 50 and &lt; 100 : 3 Marks</p> <p>&gt;= 100 : 5 Marks</p>	5
7	The Bidder (All members jointly, in case of consortium) should have experience of executing minimum number of completed / ongoing Public Private Partnership (eg. BOT, BOOT, BOO, DBFOT, etc.) based projects in India as per below table, during last 7 years.	<p>Zero Project : 0 Marks</p> <p>One Project : 3 Marks</p> <p>Two or More Projects : 5 Marks</p> <p>Supporting Documents:</p> <ul style="list-style-type: none"> <li>Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>Additionally, a Completion Certificate OR</li> </ul> <p>In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</p>	5



SI	Parameter	Point System	Max. Mark
		Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.	

#### 4.6 Konkan & Western: Technical Criteria for Bidding Implementation Partner of RailTel

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
1	Legal Entity	<p>The Bidder (All members in case of Consortium) should be:</p> <ul style="list-style-type: none"> <li>• A company registered under the Indian Companies Act, 1956 / 2013 OR LLP firm under LLP provisions 2008, both as amended from time to time.</li> <li>• Registered with GST Authorities in India</li> </ul> <p>Bidder (Lead Bidder, in case of Consortium) should have been operating for the last five years in India (including name change / impact of mergers or acquisitions).</p> <p>Maximum three companies are allowed in a consortium including the Lead Bidder, subject to compliance to the clause 13.2 under "Instructions to Bidder". The Lead bidder shall essentially be the Master System Integrator, who will be jointly and severally responsible for complete scope, whereas consortium partners shall be severally responsible only for its respective scope.</p>	<p>For Bidder (All members of consortium)</p> <ul style="list-style-type: none"> <li>• Copy of Certificate of Incorporation Registration under Companies Act 1956 / 2013 OR Registered Limited Liability Partnership deed as applicable</li> <li>• The latest Income Tax returns along with the copy of PAN</li> <li>• Number of the bidder</li> <li>• Copy of PAN Number</li> <li>• Copy of Registration Certificates with the GST Authorities</li> <li>• Service Tax / Sales Tax Registration Certificates (of applicable years)</li> <li>• <b>For Bidder (Lead Bidder, in case of Consortium), documentary proof such as purchase orders or certified true copy of balance sheet and PL statements for last 5 years for operation in India as on the date of publishing of RFP notice.</b></li> <li>• Joint Bidding agreement clearly stating the roles and responsibilities of each member as per Annexure Set I - Format 11.</li> </ul>
2	Financial: Turnover	<p>The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to <b>INR 95 Crores in India</b>, during the last 3 financial years from IT / ITeS / ICT/ ITMS Projects. <b>(FY 2021-22, 2022-23 &amp; 2023-24)</b></p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <ol style="list-style-type: none"> <li>1. Lead Bidder (Company A): <ul style="list-style-type: none"> <li>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</li> </ul> </li> <li>2. Consortium Member B (Company B): <ul style="list-style-type: none"> <li>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</li> </ul> </li> <li>3. Consortium Member C (Company C): <ul style="list-style-type: none"> <li>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3:</li> </ul> </li> </ol>	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / Chartered Accountant.</li> <li>• Copy of Audited Financial Statements.</li> </ul> <p>In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder.</p> <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
		INR 25 Crores Calculation: Step 1: Calculate the individual average annual turnover for each member: • Company A: $(50+60+70)/3 = 60$ Crores • Company B: $(25+30+35)/3 = 30$ Crores • Company C: $(15+20+25)/3 = 20$ Crores The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (88 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.	
3	Financial: Network	Bidder ( <b>Lead Bidder, in case of consortium</b> ) should have positive Net Worth as per the audited consolidated financial statements as on <b>31st March 2024</b> .	<ul style="list-style-type: none"> <li>• Certificate from the Statutory Auditor / CA clearly specifying the net worth of the firm.</li> <li>• Audited and Certified Balance Sheet and Profit/Loss Account of last 3 Financial Years should be enclosed.</li> </ul> In case Audited Financial Statements are not available, copy of Provisional Balance Sheet and Profit/Loss Account can be submitted. However, Railtel reserves the right to seek the Audited Financial Statements anytime during or after the bid evaluation and the same shall be binding on the bidder. <ul style="list-style-type: none"> <li>• In case Chartered Accountant certificate is submitted the said certificate also need to be counter signed by Company Secretary / authorized signatory of the bidder.</li> </ul>
4	Financial: Bank Solvency Certificate	Bidder (Lead Bidder in case of Consortium) should submit a valid Bank Solvency Certificate of minimum INR 1 Crore issued not more than six months prior to the last date (deadline) of submission of bid.	<ul style="list-style-type: none"> <li>• A Valid Solvency Certificate from the Bidder's bank</li> </ul>
5	Technical: Similar Project experience	The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.  Number of similar projects executed <b>One Similar Project: 228 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR <b>Two Similar Projects: 143 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) ) OR <b>Three Similar Projects: 114 Crore</b> (Minimum Project Value per project, meeting the criteria (in INR) )	<ul style="list-style-type: none"> <li>• Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value</li> <li>• Additionally, a Completion Certificate OR In case of ongoing projects, a Partial Completion/Experience Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR</li> </ul> Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.

S. No.	Parameters	Eligibility Criteria (Requirements)	Documents required (Supporting Documents)
6	Experienced Manpower	The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below <ul style="list-style-type: none"> <li>• Enforcement system design and deployment services: Minimum 5 OR</li> <li>• IT / ITeS / ICT services: Minimum 25</li> </ul>	<ul style="list-style-type: none"> <li>• Declaration from the HR head of the Bidder on company letter head as per Annexure Set I - Format 7.</li> </ul>
7	Local Office in Maharashtra.	Bidder (any one member in case of consortium) should have a local office in Maharashtra. If Bidder doesn't have local office in Maharashtra, it should open a local office within 30 days from date of Signing of the contract.	<ul style="list-style-type: none"> <li>• Proof of the Local Office (Rental Agreement/Utility bill) in Maharashtra OR Undertaking from authorized signatory to open the local office in MH within 30 days from Date of Signing of contract.</li> </ul>
8	Certifications	The Bidder (All members jointly, in case of consortium) should possess the following Certifications which are valid at the time of bid submission: <ul style="list-style-type: none"> <li>• ISO 9001:2008</li> <li>• ISO 20000:2011</li> <li>• ISO 27000:2013</li> <li>• SEI CMMI- Level 3</li> </ul>	<ul style="list-style-type: none"> <li>• The certifications shall need to be kept valid throughout the duration of the contract period.</li> </ul>
9	Blacklisting	The Bidder (all the members of Consortium) should not have been blacklisted by any Central Government and Department / State Government and Department / Central or state Public Sector Unit / Defence / Govt. Boards in India as on last date of submission of bid	<ul style="list-style-type: none"> <li>• Undertaking by the authorized signatory of bidder (All members in case of Consortium) as per format given in Annexure Set I - Format 5.</li> </ul>
10	Payment and Acceptance	<ul style="list-style-type: none"> <li>• Screenshot of Tender Fee</li> <li>• EMD</li> <li>• Bid Submission Covering Letter</li> </ul>	<ul style="list-style-type: none"> <li>• All Online Payments and copy of EMD / NSIC Exemption Certificate in case of a registered MSME</li> <li>• Bid Submission Covering Letter as per Annexure Set I - Format 1</li> </ul>

**Note:**

1. It is mandatory to submit the specified documents in support of the above eligibility criteria (pre- qualification & technical qualifications) and the company/firm/agency is likely to be disqualified should it fail to provide any of the specified documents.
2. The Bidder is permitted to use the pre-qualification and technical credentials of its parent company of Indian origin for pre- qualification, technical qualification and any other qualification criteria purpose. In such case, the following additional documents are required to be submitted:
  - For meeting the pre technical / financial / any other qualification criteria of this Tender document, the bidder should submit a letter of consent duly signed and stamped by the authorized signatory of concerned parent entity whose credentials it is submitting.
3. EMD exemption will be given to MSME Units registered with NSIC / Ministry of Micro, Small and Medium Enterprises. For MSME bidder (Lead Bidder in case of Consortium) claiming EMD exemption, a certificate (which is valid as on date of submission of bid) of registration with NSIC / Ministry of Micro, Small and Medium Enterprises to be uploaded (and photocopy submitted) in place of scanned copy of BG/DD for EMD.

#### 4.6.1 Konkan & Western: Technical Criteria for Bidding Implementation Partner of RailTel

SI	Parameter	Point System	Max. Mark
A			
1	The average annual turnover of the bidder or combined average annual turnover of all consortium members shall have minimum annual average turnover of more than or equal to INR <b>95</b> Crores in India, during the last 3 financial years from IT / ITeS / ICT/ ITMS Projects.	<p>Aggregated Total Turnover of Bidder (All members jointly, in case of Consortium) (in INR)</p> <p>&lt; 95 Cr. : Disqualified</p> <p>&gt;=INR 95 Cr. &lt;= INR 145 Cr. : 3 Marks</p> <p>&gt; INR 145 Cr. Above: 5 Marks</p> <p>Illustration: Where consortium of three companies is bidding on a project.</p> <p>Consortium Members:</p> <p>4. Lead Bidder (Company A):</p> <p>o Year 1: INR 50 Crores; Year 2: INR 60 Crores; Year 3: INR 70 Crores</p> <p>5. Consortium Member B (Company B):</p> <p>o Year 1: INR 25 Crores; Year 2: INR 30 Crores; Year 3: INR 35 Crores</p> <p>6. Consortium Member C (Company C):</p> <p>o Year 1: INR 15 Crores; Year 2: INR 20 Crores; Year 3: INR 25 Crores</p> <p>Calculation:</p> <p>Step 1: Calculate the individual average annual turnover for each member:</p> <ul style="list-style-type: none"> <li>• Company A: <math>(50+60+70)/3 = 60</math> Crores</li> <li>• Company B: <math>(25+30+35)/3 = 30</math> Crores</li> <li>• Company C: <math>(15+20+25)/3 = 20</math> Crores</li> </ul> <p>The combined average annual turnover of the consortium (110 Crores) is greater than the minimum required average annual turnover (54 Crores). The consortium, comprising Company A, Company B, and Company C, meets the criteria.</p>	5
2	Financial: Net Worth Bidder (Lead Bidder, in case of consortium) should have positive Net Worth as per the audited consolidated financial statements as on 31st March 2023.	<p>Net Worth of Bidder (Lead Bidder in case of Consortium):</p> <p>Net worth</p> <p>&lt;= INR 0 : Disqualified</p> <p>&gt; INR 0 &lt; INR 10 Cr. : 3 marks</p> <p>&gt;= INR 10 Cr. : 5 marks</p>	5
3	<p>The Bidder (All members jointly, in case of consortium) should have experience of minimum number of completed/ ongoing "Similar Project" in India with a minimum project value as per below table, during last 7 years.</p> <p>Number of similar projects executed:</p> <p>One Similar Project: <b>228</b> Crore (Minimum Project Value per project, meeting the criteria (in INR)</p> <p>Two Similar Projects: <b>143</b> Crore (Minimum</p>	<p>Total Project Value of maximum any three projects submitted meeting the Criteria:</p> <p>Total Project Value</p> <p>&lt; 228 Crore: Disqualified</p> <p>&gt;= 228 Crore and &lt; 328 Crore: 5 Marks</p> <p>&gt;= 328 Crore and &lt; 428 Crore: 8 Marks</p> <p>&gt;= 428 Crore : 10 Marks</p>	10

SI	Parameter	Point System	Max. Mark
	Project Value per project, meeting the criteria (in INR) Three Similar Projects: <b>114</b> Crore (Minimum Project Value per project, meeting the criteria (in INR)		
4	The Video Analytics & Camera related OEM/s proposed for the project OR Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" in India with minimum 25 locations (completed/ongoing) for Smart City Surveillance/ ITMS/ ATCS/ Detecting (Wrong Way / Lane Change / Unauthorized Parking / Speed Violation (Spot or Average Speed) / ANPR systems/ Vehicle Classification/ RLVD) during last 7 years.	Total number of projects submitted meeting the Criteria:  Number of similar projects for which equipment are provided Zero Similar Project: 0 Marks One Similar Project: 4 Marks Two Similar Projects: 8 Marks Three Similar Projects: 12 Marks Four or More Similar Projects: 15 Marks  Location Definition: A junction / location will be considered as "Single Location" irrespective of number of arms and / or number of lanes for one or more type of Violation Detection System at that junction / location.	15
5	The Bidder (All members jointly, in case of consortium) should have experience of executing "Similar Project" (Completed/ Ongoing) in India using 4G/ 5G based Primary Network Connectivity during last 7 years.	Number of projects matching the criteria Zero Project: 0 Marks One Project: 3 Marks Two or More Projects: 5 Marks	5
6	The Bidder (All members jointly, in case of Consortium) as on date of submission of bid should minimum number of professionals on its roles in India as below • Enforcement system design and deployment services: Minimum 5 OR • IT / ITes / ICT services: Minimum 25	Total Number of resources in Enforcement system design and deployment services on its payroll meeting the criteria: Resources < 5 : Disqualified ≥ 5 and < 10 : 2 Marks ≥ 10 and < 20 : 3 Marks ≥ 20 : 5 Marks OR Total Number of IT / ITes / ICT resources on its payroll meeting the criteria: Resources < 25 Disqualified ≥ 25 and < 50 : 2 Marks ≥ 50 and < 100 : 3 Marks ≥ 100 : 5 Marks	5
7	The Bidder (All members jointly, in case of consortium) should have experience of executing minimum number of completed / ongoing Public Private Partnership (eg. BOT, BOOT, BOO, DBFOT, etc.) based projects in India as per below table, during last 7 years.	Zero Project : 0 Marks One Project : 3 Marks Two or More Projects : 5 Marks Supporting Documents: • Copy of Work Order / Purchase Order / Letter of Award along with Contract Agreement indicating the relevant Scope of work and project value • Additionally, a Completion Certificate OR In case of ongoing projects, a Partial Completion/Experience	5

SI	Parameter	Point System	Max. Mark
		Certificate issued by the client on their letterhead, specifying the completed/experience portion of the Scope of Work OR Any other relevant document specifying the completion or ongoing work or experience as per the technical criteria specified in the RFP. Railtel's decision on this matter shall be final and binding on the bidder.	

## 5. Bidder's Profile

The bidder shall provide the information in the below table:

S. No.	ITEM	Details
1.	Full name of bidder's firm	
2.	Full address, telephone numbers, fax numbers, and email address of the primary office of the organization / main /head / corporate office	
3.	Name, designation and full address of the Chief Executive Officer of the bidder's organization as a whole, including contact numbers and email Address	
4.	Full address, telephone and fax numbers, and email addresses of the office of the organization dealing with this tender	
5.	Name, designation and full address of the person dealing with the tender to whom all references shall be made regarding the tender enquiry. His/her telephone, mobile, Fax and email address	
6.	Bank Details (Bank Branch Name, IFSC Code, Account number)	
7.	GST Registration number	
8.	<b>Annexures</b>	
9.	<b>Annexure 1</b>	<b>Covering Letter:</b> Self-certification duly signed by authorized signatory on company letter head.
10.	<b>Annexure 2</b>	The Bidder should agree to abide by all the technical, commercial & financial conditions of the end customer RFP for which EOI is submitted. Self-certification duly signed by authorized signatory on company letter head.

11.	<b>Annexure 3</b>	An undertaking signed by the Authorized Signatory of the company to be provided on letter head. The Bidder should not have been blacklisted/debarred by any Governmental /Non-Governmental Organization in India as on bid submission date.
12.	<b>Annexure-4</b>	Format for Affidavit to be uploaded by BA along with the tender documents.
13.	<b>Annexure-5</b>	Non-disclosure agreement with RailTel.
14.	Power of Attorney	Power of Attorney and Board Resolution in favour of one of its employees who will sign the Bid Documents.
15.	Additional Documents to be Submitted	Technical Proposal with overview of the project. Declaration from the Parent Firm for using their credentials to meet the Pre & Technical qualification & evaluation criteria of this EOI.  All relevant Annexures, Undertakings as per customer's RFP which are relevant and necessary part of the final bid.
16.	MAF from OEM	Authorization and support letter from OEM in favor of RailTel.

## 6. Evaluation Criteria

- 8.1 The Business Associates are first evaluated on the basis of the Pre-qualification & Technical Criteria.
- 8.2 The Business Associate who secures the highest qualifying marks in Technical criteria shall be considered for Financial Bid discussion.
- 8.3 In case of more than one bidder securing/equalling the highest Technical score, then the qualified bidder offering the lowest commercial bid (L1) to RailTel shall be shortlisted.
- 8.4 RailTel reserves the right to accept or reject the response against this EOI, without assigning any reasons. The decision of RailTel is final and binding on the participants. The RailTel evaluation committee will determine whether the proposal/ information is complete in all respects and the decision of the evaluation committee shall be final. RailTel shall at its discretion award this opportunity to the same L1 Business Associate against this EOI.

## 7. Payment terms

Payment shall be made to selected partner on a back-to-back basis after receipt of payment to RailTel from end customer. In case of any penalty or deduction made by customer for the portion of work to be done by BA, same shall be passed on to Business Associate.

## 8. SLA

The selected BA will be required to adhere to the SLA matrix as defined in the end Customer organization tender for his scope of work and the SLA breach penalty will be applicable proportionately on the selected bidder, as specified in the end Customer organization Tender. The SLA scoring and penalty deduction mechanism for in-scope of work area shall be followed as specified in the Tender. All associated clarifications, responses to queries, revisions, addendum and corrigendum, associated



Prime Services Agreement (PSA)/ MSA/ SLA also included. Any deduction by Customer from RailTel payments on account of SLA breach which is attributable to Partner will be passed on to the Partner proportionately based on its scope of work.

#### **9. Other Terms and Conditions**

Any other terms and conditions in relation to SLA, Payments etc. will be as per the agreement between RailTel and the end customer.

**Note: Depending on RailTel's business strategy RailTel may choose to work with Partner, who is most likely to support in executing and offering a more beneficial proposal.**

## **Annexure 1: Format for COVERING LETTER**

COVERING LETTER (To be on company letter head)

Eol Reference No:

Date:

To,

RailTel Corporation of India Ltd.  
Western Railway Microwave  
complex, Senapati Bapat Marg,  
Mahalaxmi, Mumbai 400013

Dear Sir,

SUB: Participation in the Eol process

Having examined the Invitation for Eol 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 Eol document.

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

We hereby declare that all the information and supporting documents furnished as a part of our response to the said Invitation for Eol 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 Eol is liable to be rejected.

We hereby Submit EMD amount of Rs. \_\_\_\_\_ issued vide \_\_\_\_\_ from Bank \_\_\_\_\_.

Name(s) of the ITMS Circle for which response has been submitted:

Authorized Signatory

Name

Designation

## **Annexure 2: Format for Self-Certificate & Undertaking**

Self-Certificate (To be on company letter head)

Eol Reference No:

Date:

To,

RailTel Corporation of India Ltd.  
Western Railway Microwave  
complex, Senapati Bapat Marg,  
Mahalaxmi, Mumbai 400013

Dear Sir,

### **Sub: Self Certificate for Tender, Technical & other compliances**

- 9.1 Having examined the Technical specifications mentioned in this EOI & end customer tender, we hereby confirm that we meet all specification.
- 9.2 We\_\_\_\_\_agree to abide by all the technical, commercial & financial conditions of the end customer RFP for which EOI is submitted (except pricing, termination & risk purchase rights of the RailTel). We understand and agree that RailTel shall release the payment to selected BA after the receipt of corresponding payment from end customer by RailTel. Further we understand that in case selected BA fails to execute assigned portion of work, then the same shall be executed by RailTel through third party or departmentally at the risk and cost of selected BA.
- 9.3 We agree to abide by all the technical, commercial & financial conditions of the end customer's RFP for the agreed scope of work for which this EOI is submitted.
- 9.4 We hereby agree to comply with all OEM technical & Financial documentation including MAF, Technical certificates/others as per end-to-end requirement mentioned in the end customer's RFP. We are hereby enclosing the arrangement of OEMs against each of the BOQ item quoted as mentioned end customer's RFP. We also undertake to submit MAF and other documents required in the end Customer organization tender in favour of RailTel against the proposed products.
- 9.5 We hereby undertake to work with RailTel as per end customer's RFP terms and conditions. We confirm to submit all the supporting documents constituting in compliance with the Criteria as required in the end customer's RFP terms and conditions like technical certificates, OEM compliance documents.

- 9.6 We understand and agree that RailTel is intending to select a BA who is willing to accept all terms & conditions of end customer organization's RFP for the agreed scope of work. RailTel will strategies to retain scope of work where RailTel has competence.
- 9.7 We hereby agree to submit that in case of being selected by RailTel as BA for the proposed project (for which EOI is submitted), we will submit all the forms, appendix, relevant documents etc. to RailTel that is required and desired by end Customer well before the bid submission date by end customer and as and when required.
- 9.8 We hereby undertake to sign Pre Bid Agreement and Non-Disclosure Agreement with RailTel on a non-judicial stamp paper of Rs. 100/- in the prescribed Format.

Authorized Signatory

Name & Designation



### **Annexure 3: Undertaking for not Being Blacklisted/Debarred**

<On Company Letter Head>

To,

RailTel Corporation of India Ltd.  
Western Railway Microwave  
complex, Senapati Bapat Marg,  
Mahalaxmi, Mumbai 400013

Subject: **Undertaking for not Being Blacklisted/Debarred**

We, Company Name, having its registered office at Address

hereby declares that that the Company has not been blacklisted/debarred by any Governmental/ Non-Governmental organization in India for past 3 Years as on bid submission date.

Date and Place

Authorized Signatory's Signature:

Authorized Signatory's Name and Designation:

Bidder's Company Seal:

#### Annexure 4: Format of Affidavit

##### FORMAT FOR AFFIDAVIT TO BE UPLOADED BY BA ALONGWITH THE EOI DOCUMENTS

(To be executed in presence of Public notary on non-judicial stamp paper of the value of Rs. 100/-.  
The paper has to be in the name of the BA) \*\*

I..... (Name and designation)\*\* appointed as the attorney/authorized signatory of the BA (including its constituents),

M/s..... (hereinafter called the BA) for the purpose of the EOI documents for the work of ..... as per the EOI No. .... of (RailTel Corporation of India Ltd.), do hereby solemnly affirm and state on the behalf of the BA including its constituents as under:

1. I/we the BA (s), am/are signing this document after carefully reading the contents.
2. I/we the BA(s) also accept all the conditions of the EOI and have signed all the pages in confirmation thereof.
3. I/we hereby declare that I/we have downloaded the EOI documents from RailTel website [www.railtelindia.com](http://www.railtelindia.com). I/we have verified the content of the document from the website and there is no addition, no deletion or no alternation to be content of the EOI document. In case of any discrepancy noticed at any stage i.e. evaluation of EOI, execution of work or final payment of the contract, the master copy available with the RailTel Administration shall be final and binding upon me/us.
4. I/we declare and certify that I/we have not made any misleading or false representation in the forms, statements and attachments in proof of the qualification requirements.
5. I/we also understand that my/our offer will be evaluated based on the documents/credentials submitted along with the offer and same shall be binding upon me/us.
6. I/we declare that the information and documents submitted along with the EOI by me/us are correct and I/we are fully responsible for the correctness of the information and documents, submitted by us.
7. I/we undersigned that if the certificates regarding eligibility criteria submitted by us are found to be forged/false or incorrect at any time during process for evaluation of EOI, it shall lead to forfeiture of the EOI EMD besides banning of business for five years on entire RailTel. Further, I/we (insert name of the BA)\*\* ..... and all my/our constituents understand that my/our constituents understand that my/our offer shall be summarily rejected.
8. I/we also understand that if the certificates submitted by us are found to be false/forged or incorrect at any time after the award of the contract, it will lead to termination of the contract, along with forfeiture of EMD/SD and Performance guarantee besides any other action

provided in the contract including banning of business for five years on entire RailTel.

EPONENT  
SEAL AND SIGNATURE  
OF THE BA

#### VERIFICATION

I/We above named EOI do hereby solemnly affirm and verify that the contents of my/our above affidavit are true and correct. Nothing has been concealed and no part of it is false.

DEPONENT

SEAL AND SIGNATURE  
OF THE BA

Place:

Dated:

**\*\*The contents in Italics are only for guidance purpose. Details as appropriate are to be filled in suitably by BA. Attestation before Magistrate/Notary Public.**

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RAILTEL



## Annexure-5: Non-Disclosure Agreement (NDA) Format

### **NON-DISCLOSURE AGREEMENT**

This Non-Disclosure Agreement (this "**Agreement**") is made and entered into on this \_\_\_\_\_ day of \_\_\_\_\_, 2025 (the "**Effective Date**") at \_\_\_\_\_.

By and between

**RailTel Corporation of India Limited, (CIN: L64202DL2000GOI107905)**, a Public Sector Undertaking under Ministry of Railways, Govt. of India, having its registered and corporate office at Plate-A, 6th Floor, Office Block, Tower -2, East Kidwai Nagar, New Delhi-110023, (hereinafter referred to as '**RailTel**'), which expression shall unless repugnant to the context or meaning thereof, deem to mean and include its successors and its permitted assignees of the ONE PART,

And

\_\_\_\_\_ (CIN: \_\_\_\_\_), a company duly incorporated under the provisions of Companies Act, \_\_\_\_\_ having its registered office at \_\_\_\_\_, (hereinafter referred to as '**\_\_\_\_\_**'), which expression shall unless repugnant to the context or meaning thereof, deem to mean and include its successors and its permitted assignees of OTHER PART  
RailTel and \_\_\_\_\_ shall be individually referred to as "Party" and jointly as "Parties"

WHEREAS, RailTel and \_\_\_\_\_, each possesses confidential and proprietary information related to its business activities, including, but not limited to, that information designated as confidential or proprietary under Section 2 of this Agreement, as well as technical and non-technical information, patents, copyrights, trade secrets, know-how, financial data, design details and specifications, engineering, business and marketing strategies and plans, forecasts or plans, pricing strategies, formulas, procurement requirements, vendor and customer lists, inventions, techniques, sketches, drawings, models, processes, apparatus, equipment, algorithms, software programs, software source documents, product designs and the like, and third party confidential information (collectively, the "**Information**");

WHEREAS, the Parties have initiated discussions regarding a possible business relationship for \_\_\_\_\_.

WHEREAS, each Party accordingly desires to disclose certain Information (each Party, in such disclosing capacity, the "**Disclosing Party**") to the other Party (each Party, in such receiving capacity, the "**Receiving Party**") subject to the terms and conditions of this Agreement.

NOW THEREFORE, in consideration of the receipt of certain Information, and the mutual promises made in this Agreement, the Parties, intending to be legally bound, hereby agree as follows:  
**Permitted Use.**

Receiving Party shall:

hold all Information received from Disclosing Party in confidence; use such Information for the purpose of evaluating the possibility of entering into a commercial arrangement between the Parties concerning such Information; and restrict disclosure of such Information to those of Receiving Party's officers, directors, employees, affiliates, advisors, agents and consultants (collectively, the "**Representatives**") who the Receiving Party, in its reasonable discretion, deems need to know such Information, and are bound by the terms and conditions of (1) this Agreement, or (2) an agreement with terms and conditions substantially similar to those set forth in this Agreement.

The restrictions on Receiving Party's use and disclosure of Information as set forth above shall not apply to any Information that Receiving Party can demonstrate:

is wholly and independently developed by Receiving Party without the use of Information of Disclosing Party; at the time of disclosure to Receiving Party, was either (A) in the public domain, or (B) known to Receiving Party; is approved for release by written authorization of Disclosing Party; or is disclosed in response to a valid order of a court or other governmental body in the India or any political subdivision thereof, but only to the extent of, and for the purposes set forth in, such order; **provided, however,** that Receiving Party shall first and immediately notify Disclosing Party in writing of the order

and permit Disclosing Party to seek an appropriate protective order.

(c) Both parties further agree to exercise the same degree of care that it exercises to protect its own Confidential Information of a like nature from unauthorized disclosure, but in no event shall a less than reasonable degree of care be exercised by either party.

**Designation.**

Information shall be deemed confidential and proprietary and subject to the restrictions of this Agreement if, when provided in:

written or other tangible form, such Information is clearly marked as proprietary or confidential when disclosed to Receiving Party; or

oral or other intangible form, such Information is identified as confidential or proprietary at the time of disclosure.

**Cooperation.** Receiving Party will immediately give notice to Disclosing Party of any unauthorized use or disclosure of the Information of Disclosing Party.

**Ownership of Information.** All Information remains the property of Disclosing Party and no license or other rights to such Information is granted or implied hereby. Notwithstanding the foregoing, Disclosing Party understands that Receiving Party may currently or in the future be developing information internally, or receiving information from other parties that may be similar to Information of the Disclosing Party. Notwithstanding anything to the contrary, nothing in this Agreement will be construed as a representation or inference that Receiving Party will not develop products, or have products developed for it, that, without violation of this Agreement, compete with the products or systems contemplated by Disclosing Party's Information.

**No Obligation.** Neither this Agreement nor the disclosure or receipt of Information hereunder shall be construed as creating any obligation of a Party to furnish Information to the other Party or to enter into any agreement, venture or relationship with the other Party.

**Return or Destruction of Information.**

All Information shall remain the sole property of Disclosing Party and all materials containing any such Information (including all copies made by Receiving Party) and its Representatives shall be returned or destroyed by Receiving Party immediately upon the earlier of:

termination of this Agreement;

expiration of this Agreement; or

Receiving Party's determination that it no longer has a need for such Information.

Upon request of Disclosing Party, Receiving Party shall certify in writing that all Information received by Receiving Party (including all copies thereof) and all materials containing such Information (including all copies thereof) have been destroyed.

**Injunctive Relief:** Without prejudice to any other rights or remedies that a party may have, each party acknowledges and agrees that damages alone may not be an adequate remedy for any breach of this Agreement, and that a party shall be entitled to seek the remedies of injunction, specific performance and/or any other equitable relief for any threatened or actual breach of this Agreement

**Notice.**

Any notice required or permitted by this Agreement shall be in writing and shall be delivered as follows, with notice deemed given as indicated:

by personal delivery, when delivered personally;

by overnight courier, upon written verification of receipt; or

by certified or registered mail with return receipt requested, upon verification of receipt.

Notice shall be sent to the following addresses or such other address as either Party specifies in writing.

**RailTel Corporation of India limited:**

Attn: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Attn: \_\_\_\_\_

Address: \_\_\_\_\_

ss: \_\_\_\_\_

Phone: \_\_\_\_\_

:

Email: \_\_\_\_\_

**Term, Termination and Survivability.**

Unless terminated earlier in accordance with the provisions of this agreement, this Agreement shall be in full force and effect for a period of \_\_\_\_\_ years from the effective date hereof.

Each party reserves the right in its sole and absolute discretion to terminate this Agreement by giving the other party not less than 30 days' written notice of such termination.

Notwithstanding the foregoing clause 9(a) and 9 (b) , Receiving Party agrees that its obligations, shall: In respect to Information provided to it during the Term of this agreement, shall survive and continue even after the expiry of the term or termination of this agreement; and not apply to any materials or information disclosed to it thereafter.

**Governing Law and Jurisdiction.** This Agreement shall be governed in all respects solely and exclusively by the laws of India without regard to its conflicts of law principles. The Parties hereto expressly consent and submit themselves to the jurisdiction of the courts of New Delhi.

**Counterparts.** This agreement is executed in duplicate, each of which shall be deemed to be the original and both when taken together shall be deemed to form a single agreement

**No Definitive Transaction.** The Parties hereto understand and agree that no contract or agreement with respect to any aspect of a potential transaction between the Parties shall be deemed to exist unless and until a definitive written agreement providing for such aspect of the transaction has been executed by a duly authorized representative of each Party and duly delivered to the other Party (a "**Final Agreement**"), and the Parties hereby waive, in advance, any claims in connection with a possible transaction unless and until the Parties have entered into a Final Agreement.

**Settlement of Disputes:**

The parties shall, at the first instance, attempt to resolve through good faith negotiation and consultation, any difference, conflict or question arising between the parties hereto relating to or concerning or arising out of or in connection with this agreement, and such negotiation or consultation shall begin promptly after a Party has delivered to another Party a written request for such consultation.

In the event of any dispute, difference, conflict or question arising between the parties hereto, relating to or concerning or arising out of or in connection with this agreement, is not settled through good faith negotiation or consultation, the same shall be referred to arbitration by a sole arbitrator.

The sole arbitrator shall be appointed by CMD/RailTel out of the panel of independent arbitrators maintained by RailTel, having expertise in their respective domains. The seat and the venue of arbitration shall be New Delhi. The arbitration proceedings shall be in accordance with the provision of the Arbitration and Conciliation Act 1996 and any other statutory amendments or modifications thereof. The decision of arbitrator shall be final and binding on both parties. The arbitration proceedings shall be conducted in English Language. The fees and cost of arbitration shall be borne equally between the parties.

**CONFIDENTIALITY OF NEGOTIATIONS**

Without the Disclosing Party's prior written consent, the Receiving Party shall not disclose to any Person who is not a Representative of the Receiving Party the fact that Confidential Information has been made available to the Receiving Party or that it has inspected any portion of the Confidential Information or that discussions between the Parties may be taking place.

**REPRESENTATION**

The Receiving Party acknowledges that the Disclosing Party makes no representation or warranty as to the accuracy or completeness of any of the Confidential Information furnished by or on its behalf. Nothing in this clause operates to limit or exclude any liability for fraudulent misrepresentation.

**ASSIGNMENT**

Neither this Agreement nor any of the rights, interests or obligations under this Agreement shall be assigned, in whole or in part, by operation of law or otherwise by any of the Parties without the prior written consent of each of the other Parties. Any purported assignment without such consent shall be void. Subject to the preceding sentences, this Agreement will be binding upon, inure to the benefit of,

and be enforceable by, the Parties and their respective successors and assigns.

## **EMPLOYEES AND OTHERS**

Each Party shall advise its Representatives, contractors, subcontractors and licensees, and shall require its Affiliates to advise their Representatives, contractors, subcontractors and licensees, of the obligations of confidentiality and non-use under this Agreement, and shall be responsible for ensuring compliance by its and its Affiliates' Representatives, contractors, subcontractors and licensees with such obligations. In addition, each Party shall require all persons and entities who are not employees of a Party and who are provided access to the Confidential Information, to execute confidentiality or non-disclosure

agreements containing provisions no less stringent than those set forth in this Agreement. Each Party shall promptly notify the other Party in writing upon learning of any unauthorized disclosure or use of the Confidential Information by such persons or entities.

## **NO LICENSE**

Nothing in this Agreement is intended to grant any rights to under any patent, copyright, or other intellectual property right of the Disclosing Party, nor will this Agreement grant the Receiving Party any rights in or to the Confidential Information of the Disclosing Party, except as expressly set forth in this Agreement.

## **RELATIONSHIP BETWEEN PARTIES:**

Nothing in this Agreement or in any matter or any arrangement contemplated by it is intended to constitute a partnership, association, joint venture, fiduciary relationship or other cooperative entity between the parties for any purpose whatsoever. Neither party has any power or authority to bind the other party or impose any obligations on it and neither party shall purport to do so or hold itself out as capable of doing so.

## **20: UNPUBLISHED PRICE SENSITIVE INFORMATION (UPSI)**

\_\_\_\_\_ agrees and acknowledges that \_\_\_\_\_, its Partners, employees, representatives etc., by virtue of being associated with RailTel and being in frequent communication with RailTel and its employees, shall be deemed to be "Connected Persons" within the meaning of SEBI (Prohibition of Insider Trading) Regulations, 2015 and shall be bound by the said regulations while dealing with any confidential and/ or price sensitive information of RailTel. \_\_\_\_\_ shall always and at all times comply with the obligations and restrictions contained in the said regulations. In terms of the said regulations, \_\_\_\_\_ shall abide by the restriction on communication, providing or allowing access to any Unpublished Price Sensitive Information (UPSI) relating to RailTel as well as restriction on trading of its stock while holding such Unpublished Price Sensitive Information relating to RailTel

**21 MISCELLANEOUS.** This Agreement constitutes the entire understanding among the Parties as to the Information and supersedes all prior discussions between them relating thereto. No amendment or modification of this Agreement shall be valid or binding on the Parties unless made in writing and signed on behalf of each Party by its authorized representative. The failure or delay of any Party to enforce at any time any provision of this Agreement shall not constitute a waiver of such Party's right thereafter to enforce each and every provision of this Agreement. In the event that any of the terms, conditions or provisions of this Agreement are held to be illegal, unenforceable or invalid by any court of competent jurisdiction, the remaining terms, conditions or provisions hereof shall remain in full force and effect. The rights, remedies and obligations set forth herein are in addition to, and not in substitution of, any rights, remedies or obligations which may be granted or imposed under law or in equity.

IN WITNESS WHEREOF, the Parties have executed this Agreement on the date set forth above.

\_\_\_\_\_:

**RailTel Corporation of India Limited:**

By \_\_\_\_\_ Name:  
Title:

By \_\_\_\_\_ Name:  
Title:

Witness

Witness

**Annexure 6: Commercial Bid** (to be submitted in separate PDF)

<On Company Letter Head>

To,

**RailTel Corporation of India Limited  
Western Railway Microwave complex,  
Senapati Bapat Marg,  
Mahalaxmi, Mumbai 400013**

**Subject:** Request for Proposal for Selection of Master System Integrator (MSI) to Design, Implement, Operate and Maintain Intelligent Traffic Management System on various stretches in the ..... Circle for a period of 10 years

Please find below detailed Commercial Bid for the subject project. This bid is exhaustive and includes all the required components and services to be consumed during the execution of this project. The rates quoted are all inclusive, i.e. inclusive of all taxes, levies, other expenses and excluding GST.

Sr.	Item Rate (All inclusive, excluding GST)	in INR (All inclusive, excluding GST) (Upto two decimal only)	
		In Figures	In Words
1	<b>Per Challan Rate</b> <b>(Applicable for any type of violation detected through ITMS system subject to T&amp;C of the RFP)</b>	Eg. XX.XX	
	<b>Commercial Bid Total</b>		

Note:

- All the prices are to be entered in Indian Rupees ONLY

Further, we are aware that project duration is for 135 months i.e. 15 months of Implementation Stage and ten (10) years post Go-Live, and the above rates shall hold good for the entire contract period, we shall be paid as per above quoted rates as agreed by end client as per payment terms defined in the said RFP.

Date and Place

Authorized Signatory's Signature:

Authorized Signatory's Name and Designation:

Bidder's Company Seal:

**Note:** Bidder is expected to fill the blank cell in above table.



## Annexure 7: Manufacturer Authorization Form (MAF) from OEM

<< To be printed on OEM's Letter Head and Signed by Authorized Signatory>>

Date:

To,  
The Transport Commissioner  
Transport Commissioner Office,  
5<sup>th</sup> Floor, MTNL Building No. 2,  
Near Flora Fountain, MG Road,  
Fort, Mumbai – 400 001

Dear Sir,

Subject: Request for Proposal for Selection of Master System Integrator (MSI) to Design, Implement, Operate and Maintain Intelligent Traffic Management System on various blackspots/ vulnerable spots in the ..... Circle for a period of 10 years – Manufacturer Authorization Form (MAF) from OEM

Ref: RFP No.: \_\_\_\_\_ Dated \_\_\_\_\_

We, who are established and reputed developers / producers of \_\_\_\_\_ having development facilities at (*address of factory / facility*) do hereby authorize M/s RailTel Corporation of India Ltd. to submit a Bid, and sign the contract with you against the above Bid Invitation.

Sr.	Name of OEM / Solution Partner	Name of Software / Hardware / other components	Name of Make (OEM)	Model	Version	Remarks
1.						
2.						
3.						

- We hereby extend our full guarantee and warranty for the Solution, Products and services offered by the above firm against this Bid Invitation.
- We undertake to provide OEM Warranty for the offered product(s), as mentioned above, for minimum five Years from the date Go-Live of the project by RailTel Corporation of India Ltd.
- We hereby confirm that we have read and understood the said RFP and the functional and technical requirements and the offered product(s), as mentioned above, is complying with the respective requirements mentioned in said RFP.
- We hereby confirm that the offered product(s) is not likely to be declared as End-of-sale within next 24 months from the date of bid submission and End-of-Life / Support within next Five years from the date of Go-Live of the said project by RailTel Corporation of India Ltd.
- In case of End-of-Life / Support post five years, we will provide another minimum five years warranty.
- We hereby confirm that the support including spares, patches, upgrades for the quoted products shall be available for the period of the Project.
- We also confirm that we have an existing registered service / support centre in India at \_\_\_\_\_

OR

We also conform we shall establish registered service / support centre in India within 30 days of award of contract to the Bidder RailTel Corporation of India Ltd.

- We also undertake to provide any or all of the following materials, notifications, and information pertaining to the Products manufactured or distributed:
  1. Such Products as MMVD may opt to purchase from OEM, provided, that this option shall not relieve OEM of any warranty obligations under the Contract; and
  2. in the event of termination of production of such Products:
    - a. advance notification to MMVD of the pending termination, in sufficient time to permit MMVD to procure needed requirements; and
    - b. Following such termination, furnishing at no cost to MMVD, the blueprints, design documents, operations manuals, standards, source codes and specifications of the Products, if requested.
- We duly authorize the said firm to act on our behalf in fulfilling all installations, Technical support and maintenance obligations required by the contract.

Yours faithfully,

For and on behalf of M/s \_\_\_\_\_(Name of the manufacturer)

Signature :  
Name :  
Designation :  
Address :  
Date :

Company Seal

Thanking you,

(Signature, Name and Designation of the Authorized signatory of the Bidder)



## **Annexure 8: Consortium Agreement / Joint Bidding Agreement**

[To be stamped / franked for Rs. 100 / Rs. 500 non-judicial]

### **JOINT BIDDING UNDERTAKING**

This Joint Bidding Undertaking is entered into on this the \_\_\_\_\_ day of \_\_\_\_\_ 202\_\_\_\_,  
("Undertaking")

#### **AMONGST**

1. \_\_\_\_\_ Limited, a company incorporated under the Companies Act, 1956 / 2013 and having its registered office / office at \_\_\_\_\_ hereinafter referred to as the "First Part" which expression shall, unless repugnant to the context include its successors and permitted assigns);

[Note: Party selected by Bidding Consortium as Lead Bidder should be party of the 'First Part'.]

2. \_\_\_\_\_ Limited, a company incorporated under the Companies Act, 1956 / 2013 and having its registered office / office at \_\_\_\_\_ hereinafter referred to as the "Second Part" which expression shall, unless repugnant to the context include its successors and permitted assigns);

#### **AND**

3. \_\_\_\_\_ Limited, a company incorporated under the Companies Act, 1956 / 2013 and having its registered office / office at \_\_\_\_\_ hereinafter referred to as the "Third Part" which expression shall, unless repugnant to the context include its successors and permitted assigns);

The above-mentioned parties of the FIRST, SECOND and THIRD PARTS are collectively referred to as the "Parties" and each is individually referred to as a "Party".

Note: All members of the Bidding Consortium are required to execute the Joint Bidding Undertaking.

#### **IN FAVOR OF:**

The RailTel Corporation of India Ltd. and having its principal offices at \_\_\_\_\_, (hereinafter referred to as the "Authority" which expression shall, unless repugnant to the context include the successors and assigns).

#### **WHEREAS**

A. The Authority has invited Bids from the Bidders by its Request for Proposal No. \_\_\_\_\_ dated \_\_\_\_\_ (the "RFP") for selection of a Master System Integrator (MSI) for the Project on terms specified in the RFP (the "Proposals").

B. The Parties are interested in jointly bidding for the Project in accordance with the terms and conditions of the RFP, as members of a Consortium.

C. It is a condition to participation in the RFP that all members of the Consortium furnish a Joint Bidding Undertaking to the Authority as below.

Now therefore, the Parties hereby agree with and undertake to, the Authority as follows:

##### **1. Definitions and Interpretations**

In this Undertaking, the capitalized terms shall, unless the context otherwise requires, have the meanings ascribed to them in the RFP Document.

## 2. Consortium

2.1. The Parties do hereby irrevocably constitute a Consortium in accordance with the terms of the RFP for the purposes of jointly participating in the RFP process.

2.2. The Parties hereby undertake to participate in the bidding process only through this Consortium comprising of the Parties (the "Bidding Consortium") and each Party agrees and undertakes that it shall not, whether directly or indirectly (including through one or more of its Affiliates), participate as, or otherwise be interested in the Bid of, any other Bidder, whether as a member of another Consortium, or a partner, director, shareholder of another Bidder or member of another Consortium or otherwise, except otherwise provided in the RFP explicitly.

"Affiliate" means, with respect to any person, any other person that directly or indirectly, controls, is controlled by, or is under common control with, the first mentioned person, where "control" means the ability to control the management and policies of a person, whether directly or indirectly, through the ownership of voting securities or the power to appoint a majority of the members of the board of directors or equivalent governing body of such person, or through contract or otherwise. The term Affiliate includes without limitation subsidiary companies, holding companies, and subsidiaries of the holding companies, of a person.

The roles and responsibilities of each consortium member along with reference to financial, technical and O&M obligations is mentioned as below:

Sr. No. Name of Party Roles and Responsibility

1. Lead Bidder :
2. Consortium Member 1 :
3. Consortium Member 2 :

We hereby agree and undertake to obey the roles and responsibilities mentioned above in all respect throughout the contractual period.

## 3. Miscellaneous

3.1. This Undertaking shall be governed by laws of India. Courts of Mumbai shall have exclusive jurisdiction in respect of this Undertaking.

3.2. The Parties acknowledge and accept that this Undertaking shall not be amended by the Parties without the prior written consent of the MMVD.

IN WITNESS WHEREOF THE PARTIES ABOVE NAMED HAVE EXECUTED AND DELIVERED THIS UNDERTAKING IN FAVOR OF THE MMVD AS OF THE DATE FIRST ABOVE WRITTEN.

For and on behalf of

For and on behalf of

Party of the FIRST PART by:

Party of the FIRST PART by:

Signature, Name, Designation  
and Address

Signature, Name, Designation  
and Address

In the presence of:

- 1.
- 2.

**Annexure 9: EMD as Bank Guarantee Format**

Refer the end customer RFP format.