



रेलटेल  
**RAILTEL**

A Navratna CPSE  
Govt of India

**RAILTEL CORPORATION OF INDIA LTD.  
(A Navratna CPSE)**

**Southern Region Office**

6A, 6th Floor, Gumidelli Towers, Begumpet Airport Road,  
Prakash Nagar Metro Station,  
Begumpet, Hyderabad – 500016

**Corporate Office**

Plate-A, 6th Floor, Office Tower2,  
NBCC Building, East Kidwai Nagar, New Delhi-110023

[www.railtel.in](http://www.railtel.in)

Invitation for Expression of Interest  
For

**“SCADA Automation under Revamped Distribution Sector Scheme for KSEB ”**

EOI No: RailTel/SR/SC/Mktg/2025-26/EOI-1/SCADA Dt. 19/06/2025

**EOI NOTICE**

RailTel Corporation of India Ltd.  
6A, 6th Floor, Gumidelli Towers, Begumpet Airport Road,  
Prakash Nagar Metro Station,  
Begumpet, Hyderabad – 500016

**EXPRESSION OF INTEREST**

EOI No. RailTel/SR/SC/Mktg/2025-26/EOI-1/SCADA Dt.19/06/2025

RailTel Corporation of India Ltd., (hereafter referred to as RailTel) invites responses from RailTel Empanelled / Applied for Empanelment Partner/System Integrator for exclusive PRE-BID TEAMING ARRANGEMENT for **Engagement of an Agency for “SCADA Automation under Revamped Distribution Sector Scheme for KSEB ”**

The details are as under:

1	Date of EOI Floating	19-06-2025
2	Last date for submission of Bids against EOI	23-06-2025 17:00 hrs
3	Opening of Bids received against EOI	23-06-2025 17:15 hrs
4	Number of packets	Single Stage (Single Packet System)
5	EOI document cost inclusive tax (non-refundable)	Nil
6	Portal for Submission of bids	<a href="https://railtel.eNivida.com">https://railtel.eNivida.com</a>
7	EOI EMD	<p>EMD of Rs.5,00,00,000/- to be submitted in form of BG or Payment through NEFT/RTGS.</p> <p>RailTel Corporation of India Limited Account No: 327301010373007, IFSC Code: UBIN0805050, Bank Name: Union Bank of India, Branch address: Union Bank of India, RP Road Branch, Bungalow no 109, New No 1-7-252 to 254 Oxford Street, SD Road, Near Park Lane Center Secunderabad - 500003.</p>

**Note: RailTel reserves the right to change the above dates at its discretion.**

Partner needs to share copy in case of EMD in form of BG & in case of online payment partner to share transfer details like UTR No. date and Bank along with the proposal.

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

**Level:1 Contact:** Sh. Kompella Phani, Position: Sr. Manager/ Tech-Mktg/SR  
Email: [kompellaphani@railtelindia.com](mailto:kompellaphani@railtelindia.com) Contact: +91- 9701729944

**Level:2 Contact:** Sh. Shailendra Dusa, Position: Sr. DGM/Tech-Mktg/SR  
Email: [sdusa@railtelindia.com](mailto:sdusa@railtelindia.com) Contact: +91- 9866327886

**SPECIAL CONDITIONS OF EOI**

1. The EOI response is invited from eligible BA Empanelled/ Applied for BA Empanelment Partners of RailTel only.
2. Partners are required to submit soft copy of response through Online on RailTel's e-nivida portal at <https://railtel.enivida.com> duly signed by Authorized Signatories with Company seal and stamp.
3. All the documents must be submitted with proper indexing and page no.
4. If, the interested partner is OEM/Distributor of OEM/Direct Partner of OEM, it should submit the supporting document for the same.
5. Consortium is Allowed.
6. This is an exclusive pre-RFP partnership arrangement with empanelled BAs/Applied for BA empanelment of RailTel for participating in the end customer RFP. Selected partner's authorized signatory has to give an undertaking they will not submit directly or indirectly their bids and techno-commercial solution/association against tender Ref No mentioned below with any other organization once selected in this EOI for pre-bid teaming arrangement (before and after submission of bid to end customer organization by RailTel). This undertaking has to be given with this EOI Response.
7. Transfer and Sub-letting. The Partner/consortium 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.
8. Partner has to agree to comply with all scope of work and terms and conditions including special term and condition, SLA and OEM technical & Financial documentation including technical certificates/others as per end-to-end requirement mentioned in the end customer's RFP & its corrigendum (if any) as mentioned below:

<b>Ref. Bidding Document No.</b>	CEIT/RITU/RDSS/SCADA/DMS/SIA/2025-26/02
<b>Date of floating</b>	<b>08/05/2025</b>
<b>Floated on portal</b>	<a href="https://etenders.kerala.gov.in">https://etenders.kerala.gov.in</a>

9. **Anything not mentioned in the EOI, but mentioned in Customer RFP and its corrigenda (if any) and addenda (if any) may be referred & considered.**
10. Selected partner will be responsible for facilitating RailTel to get/collect /prepare all the documentations related to end customer RFP.
11. The following physical documents in original should be submitted in the Office of Executive Director (Southern Region), Secunderabad within 5 working days of submission of the EOI response.
  - i. Affidavit as per Annexure 4
  - ii. Power of Attorney and Authority Letter
  - iii. Pre-Contract Integrity Pact
  - iv. EMD in the form of Bank Guarantee (if any)