

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

**Expression of Interest for Selection of Partner from Empaneled Business Associate for  
EXCLUSIVE PARTNERSHIP TEAMING ARRANGEMENT**

**For**

**“Development, Customisation, and Deployment of AI-Based Governance  
Solutions for end customer”**

**EOI No: RailTel/EOI/COMKTG/EB/AI/2025-26/15 dated 13th Nov 2025**

## EOI NOTICE

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

**Notice No: RailTel/EOI/COMKTG/EB/AI/2025-26/15 dated 13th Nov 2025**

RailTel Corporation of India Ltd., (here after referred to as “RailTel”) invites EOIs from RailTel’s Empaneled Partners for the selection of suitable partner as Partnership arrangement for “Development, Customisation, and Deployment of AI-Based Governance Solutions for end customer”

The details are as under:

1	Last date for submission of Technical Packet against EOIs by bidders	14 <sup>th</sup> Nov 2025 at 16:00 Hours
2	Opening of Technical Bid of EOIs	14 <sup>th</sup> Nov 2025 at 16:15 Hours
3	Number of copies to be submitted for scope ofwork	One
4	EOI fees inclusive tax (Non-refundable)	Rs. 5,900/- (Five Thousand Nine Hundred only)
5	EOI EMD	<p>a)Rs. 5,00,000/- (Five Lakhs Only) to be submitted along with EOI (To be submitted via online bank transfer only).</p> <p>RailTel Bank Details: Union Bank of India Account No.: 340601010050446 IFSC Code: UBIN0534064</p> <p>b)Balance EMD amounting Rs. 5,00,000/-(Rs. Five Lakh only) to be submitted by bidder in the form of BG/online transfer/Insurance bond on or before bid submission to end customer.</p> <p>For Bank Guarantee as EMD: BG as EMD validity: validity period (210 days) and claim period of 1 year from BG expiry period.</p> <p>(SFMS report guidelines: - BG advising message – IFN 760COV/ IFN 767COV via SFMS</p> <ul style="list-style-type: none"><li>• To mandatorily send the Cover message at the time of BG issuance.</li><li>• IFSC Code of ICICI Bank to be used (ICIC00000007).</li><li>• Mention the unique reference (RAILTEL6103) in field 7037.)</li></ul>

The EMD should be in the favor of RailTel Corporation of India Limited payable at Delhi through online bank transfer in favour of RailTel Corporation of India Limited. 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. 340601010050446, IFSC Code - UBIN0534064.

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: Sh. Vrishad Shahade  
Designation: AGM/Mktg  
Email: [vrishad.shahade@railtelindia.com](mailto:vrishad.shahade@railtelindia.com)

**Level:2** Contact: Sh. Anish Singh Gusain  
Designation: DGM/Tech/EB  
Email : [anishgusain@railtelindia.com](mailto:anishgusain@railtelindia.com)

**Level:3** Contact: Sh. Ganga Ram  
Designation: AGM/Finance  
Email : [cagangaram@railtelindia.com](mailto:cagangaram@railtelindia.com)

Note:

1. Empaneled partners are required to submit soft copy of technical packet through an e-mail at [eoiebc02@railtelindia.com](mailto:eoiebc02@railtelindia.com) duly signed by Authorized Signatories with Company seal and stamp.
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 partnership arrangement with empaneled business associate of RailTel for submitting techno commercial to the end customer. Selected partner's authorized signatory has to give an undertaking they will not submit directly or indirectly techno-commercial solution/proposal with any other organization once selected in this EOI for partnership teaming arrangement (before and after submission of financial proposal to end customer organization by RailTel). This undertaking has to be given with this EOI Response.
5. Partner can submit their response as sole bidder or as Consortium. Maximum two members are allowed in the consortium. The lead bidder of consortium must be empaneled partner of RailTel.
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.