

**RAILTEL CORPORATION OF INDIA LIMITED**

**(A Govt. of India Undertaking)**

**Expression of Interest for Selection of Partner from Empaneled Business Associate/ Channel**

**Partners/ System Integrators**

**For**

**“Request for Proposal (RFP)**

**For**

Selection Of Business Associates / Partner For Construction, Maintenance And Monetization Of A New Optical Fiber Cable (OFC) Network Along The Railway Track On Build Operate Transfer Maintenance (BOTM) Basis Under A Revenue Sharing Model on Central And Harbor Line In Mumbai & Sub-Urban Region

**EOI No:** RCIL/WR/MUMBAI/Mktg/25-26/29 dated 18-11-2025

**EOI NOTICE**  
**RailTel Corporation of India Ltd,**  
**Western Railway Microwave Complex, Senapati Bapat Marg,**  
**Mahalaxmi, Mumbai – 400013**

**EOI Notice No:** RCIL/WR/MUMBAI/Mktg/25-26/29 dated: - 18-11-2025

RailTel Corporation of India Ltd., (here after referred to as “RailTel”) invites EOIs from RailTel’s Empaneled Partners/ Business Associates/ Channel Partners/ System Integrators who are registered under the category of “**Request for Proposal (RFP) For Selection Of Business Associates / Partner For Construction, Maintenance And Monetization Of A New Optical Fiber Cable (OFC) Network Along The Railway Track On Build Operate Transfer Maintenance (BOTM) Basis Under A Revenue Sharing Model on Central And Harbor Line In Mumbai & Sub-Urban Region** and any other addendums/corrigendum/documents contained within and related to the same.

The details are asunder:

1	Last date for submission of Technical Packet against EOIs by bidders	21 <sup>st</sup> Nov 2025 at 15:00 Hours
2	Opening of Technical Bid of EOIs	21 <sup>st</sup> Nov 2025 at 15:30 Hours
3	Number of copies to be submitted for scope of work	Two
4	Estimated Cost of Work	Rs 11.00 Crores
4	EOI fees inclusive tax (Non-refundable)	Rs. 25,000/-
5	EMD	Rs. 11,00,000/- in the form of online transfer as EMD along with submission of Eoi response.

The EMD should be in the favor of RailTel Corporation of India Limited payable at Mumbai through online bank transfer. Partner needs to share the online payment transfer details like UTR No, date of payment, etc.

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

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

**1. Level 1**

**Contact Name:** Sh. Akhil Sarwate

**Designation:** Deputy Manager/Marketing

**E-Mail Address:** akhil.sarwate@railtelindia.com

**Mobile No:** +91-9987833844

**2. Level 2**

**Contact Name:** Sh. Viplov Nath Mishra

**Designation:** Deputy General Manager/ Marketing

**E-Mail Address:** viplovnmishra@railtelindia.com

**Mobile No:** +91- 9004444124

**Note:**

1. Empaneled partners are required to submit soft copy of technical packet through an e-mail at **eoi.wr@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. Partner has to submit their response as an individual organization or in consortium only.
5. **Transfer and Sub-letting.** The Business Associate has no right to give, bargain, sell, assign or sublet or otherwise dispose of the Contractor 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.
6. All Bidders to sign and stamp RailTel's EOI and its corrigendum's implying acceptance of all terms and conditions as mentioned and submit the same along with their Bids.

## 1. Introduction about RailTel

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

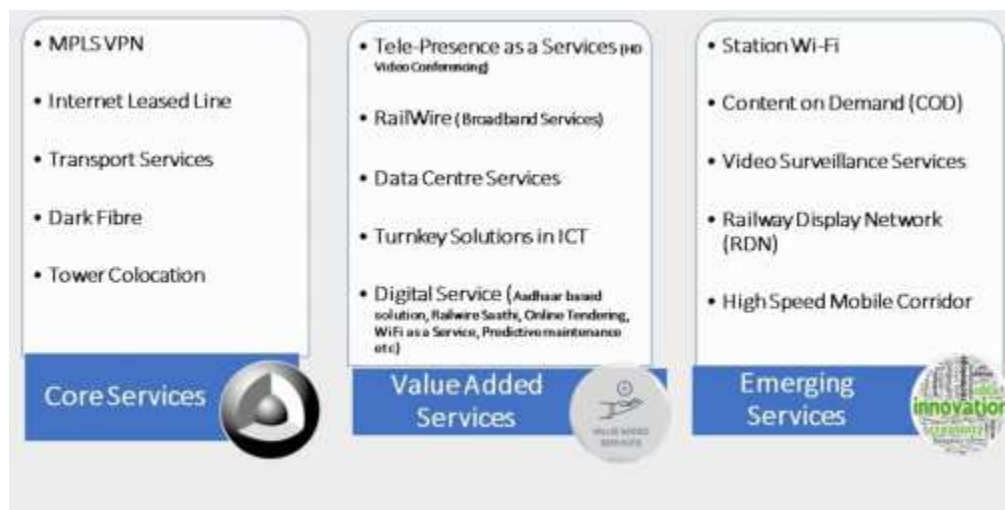
RailTel has approximately 60000 kms of OFC along the protected Railway tracks. The transport network is built on high capacity DWDM and an IP/ MPLS network over it to support mission critical communication requirements of Indian Railways and other customers. RailTel has Tier-III Data Center in Gurgaon 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 empanelled 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 government's intranet, applications securely from anywhere without compromising security.

**d) 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

**e) 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.

**f) 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. 4,68,000 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 intends to select a partner from empaneled Business Associates (BA) for Construction, Maintenance And Monetization Of New Optical Fiber Cable (OFC) Network Along The Railway Track On Build Operate Transfer Maintenance (BOTM) Basis Under A Revenue Sharing Model on Central And Harbor Line In Mumbai & Sub-Urban Region, details of the path where fiber network will be constructed are available in clause no-3 (Scope of work). RailTel invites EOIs from RailTel’s Empaneled Partners / Business Associates/ Channel partners/ System Integrators for the selection of suitable partner for participating in above mentioned work for the agreed scope work. The empaneled partner is expected to have excellent execution capability and good understanding customer local environment.

## **3. Scope of Work**

To address the growing demand and improve fiber health, a Public-Private Partnership (PPP) is proposed between Railtel and a Business Associate (BA) Partner to establish a new, high-capacity OFC network along railway tracks. The project involves laying ducts and OFC cables across the Western Zone of Railtel corporation of India Ltd , For pilot project proposed to lay along the Thane-Kurla-Vashi- Juinagar corridor, forming an approximately 55 km ring covering the Harbor and Central Lines of Mumbai's local train network.

**Route-wise KMZ Length Details**

<b>Route Name</b>	<b>Type</b>	<b>KMZ Length (KM)</b>
Thane – Kurla – Vashi	Clamping + PCC	31.7
Thane – Juinagar	Open Trenching	18.0
Vashi – Juinagar_Path 1	Open Trenching	2.4
Vashi – Juinagar_Path 2	Open Trenching	2.8
<b>Total</b>		<b>54.9</b>



#### 4. Scope of BA/Partner

##### 4.1. Work Planning and Mobilization

- **Understanding Scope:** The BA will thoroughly review the RailTel EOI document, project scope, and technical requirements.
- **Route Survey:** A joint survey with RailTel/representatives will be conducted to identify the exact Optical Fiber Cable (OFC) route, obstacles, and ROW (Right of Way) issues.
- **Deployment Plan:** Preparation of a detailed work plan including manpower, machinery, and material requirements.
- **Mobilization of Resources:** Mobilizing labor, contractors, tools, machinery (excavators, HDD machines, cable blowing machines), and safety equipment to site locations.

##### 4.2. Coordination & Permissions

- **ROW Permissions:** The BA will coordinate with Railway/Municipal corporation/Any other state or central Govt authorities to secure ROW/wayleave permissions.
- **Railway Coordination:** For railway crossings, bridges, and station premises, the BA will obtain necessary approvals from RailTel/Railways.

##### 4.3. Execution of Works

The execution of the works will be carried out in a systematic and phased manner:

###### A. Trenching & Ducting

- Excavation of trench along the approved route using manual or mechanical methods.
- Standard depth: 1.20 meters (or as per RailTel specifications) and width ~ 300 mm as per site conditions. Sufficient protection as required may be provisioned wherever this standard depth is

not achieved as per industry standards so that bidder/BA maintains the SLA committed to the end user.

- Laying of HDPE min 4 ducts and min 96 core fiber and can be changed as per business requirement along with couplers, end plugs, and protection pipes at crossings.
- Backfilling of trenches.

#### **B. Clamping & PCC**

- In areas where there no space for Trenching, Clamping will be done on wall. In case there is no wall or multiple cables or permission for laying UG fiber not available due to technical constraints PCC on Duct will be done with proper EHS safety guidelines and permission from RailTel executive in charge.

#### **C. Cable Blowing & Laying**

- Optical Fiber Cable (OFC) will be blown into the ducts using a manual method/ cable blowing machine.
- Proper length management, joint location planning, and avoiding over-stressing of fibers.

#### **D. Construction of Joint Chamber/ Handhole:**

BA will construct the Joint Chamber/ Handhole as and when required to lay the OFC loop and Joint Closure and as per RailTel's standard

#### **E. Jointing & Termination**

- Optical fiber jointing using splice closure at designated joint locations.
- Termination of only free 6 Pair of OFC at RailTel's PoPs/Stations in Optical Distribution Frames (ODF).
- Ensuring fiber count mapping and labeling for future maintenance.

#### **F. Testing & Documentation**

- OTDR testing for splice loss, end-to-end link loss, and power meter testing.
- Preparation of as-built route diagrams, link design, splice loss records, and test reports.
- Submission of documentation to RailTel

#### **4.4. Safety & Quality Assurance**

- Work will be executed following RailTel's **Safety Guidelines**, ensuring worker safety and minimizing public inconvenience.
- Strict adherence to **RailTel specifications** for ducts, OFC, splicing, and accessories.
- Quality checks at every stage (trenching, ducting, jointing, testing).

#### **4.5. Completion & Handover**

- Final inspection with RailTel authorities.
- Rectification of any defects or punch-list points.
- Formal handover of completed network with joint measurement records (JMR) and test results.



- Issuance of Work Completion Certificate by RailTel.

#### 4.6. Post-Completion Maintenance (if applicable)

- The BA will provide maintenance support for the 25 years duration after contract period First right of refusal with BA.
- Quick fault localization (via OTDR) and restoration using splicing, patching, or replacement of faulty fiber segments.
- RailTel ownership of assets protected.

### 5. Terms & Conditions for Business Associate (BA) / Bidder

#### 5.1. Fiber Allocation to RailTel

- A total of **six (6) fiber pairs** (inclusive of Railway operational requirements) shall be allocated to **RailTel**, from any one of the newly deployed optical fiber cable networks.

#### 5.2. Business Activity Demarcation

- **RailTel** shall not engage in **dark fiber leasing services** for the network created by the Business Associate (BA).
- The **Business Associate (BA)** shall refrain from entering into **bandwidth resale** activities.

#### 5.3. Fiber Leasing Restrictions within Railway Premises

- The **BA** shall not undertake **dark fiber leasing** within **Railway premises** alone. In case, RailTel fiber not available, then on case-to-case basis, BA can lease their fibre with RailTel's NOC only.
- In cases where RailTel's fiber is not available, the **BA** can lease its fiber **only with prior NoC (No Objection Certificate)** from RailTel, when both ends are on Railway premises.
- The **BA** shall establish its own **fiber demarcation point outside Railway premises**, preferably **along the roadside**, for all **commercial leasing activities**.

#### 5.4. Network Monitoring & Surveillance

- The **BA** shall deploy a **Remote Fiber Monitoring System (RFMS)** for **real-time monitoring and management** of all leased dark fiber routes.
- The **RFMS access** shall be provided to **RailTel's Network Operations Center (NOC)** to ensure transparency and monitoring capability.

#### 5.5. Revenue Sharing Model – Tier-1 Cities

A revenue sharing arrangement between **RailTel** and **BA** for **Tier-1 cities** shall be as follows:

- **Minimum 35%** share to **RailTel** (inclusive of Railway share and applicable AGR).
- **Maximum 65%** share to **Business Associate (BA)**.
- The annual revenue of the Business Associate (BA) will be reviewed and evaluated every year.

#### 5.6. Allocation of One Fiber Pair to RailTel for Bandwidth Leasing on BA- owned Route

- **One (1) pair of fiber** shall be allocated to RailTel by the BA at a **notional rate of INR 100/pair/km/year + applicable taxes** on the **last-mile fiber routes** owned by the BA.
- This fiber pair shall be used **exclusively by RailTel** for **bandwidth service provisioning only**.
- The allocated fiber shall enable RailTel to provide **lit services to 21 identified data centers**, as detailed in the annexure.

#### **Service Conditions:**

- Service provisioning shall be on a **best-effort basis**.
- **No SLA (Service Level Agreement)** or uptime commitment shall apply.
- **No penalty clauses** shall be levied; however, if any **end-customer penalty** is levied on RailTel, the same shall be applicable to the **BA on a back-to-back basis**.
- **Invoicing** shall be raised by the BA to RailTel at INR 100/pair/km/year on BA owned route as per clause 5.6.
- **No OPEX (Operational Expenditure)** charges shall be levied by the BA to RailTel.

#### **5.7. Additional Fiber Requirements**

- Any **additional fiber pair requirement** by RailTel, apart from the above one pair provided for bandwidth usage, shall be provisioned by the BA at the **best discounted rate (minimum 25% discount)** as per the **prevailing geographical market rate** at the time of request. Supported by invoicing by BA to ISP/TSP and undertaking with a lowest price commitment rate regarding in the **prevailing geographical market**.
- The Business Associate (BA) shall be required to submit an undertaking confirming that the rates quoted to RailTel are the lowest compared to the rates offered to any other customer for similar scope, specifications, and terms & conditions.
- The BA shall also provide necessary supporting evidence or documentation, such as copies of rate offers made to other customers, to substantiate that the rates quoted to RailTel are indeed the most competitive and favorable. Moreover, if RailTel shares sufficient documental proof of other vendors providing similar services at lower rates than the Bidder will treat these rates as prevailing geographical market rates and provide discount on them.

#### **5.8 Reimbursement of Material used for setting up of OFC Network**

RailTel will reimburse the cost of duct and OFC Cable used during the setting up of Network. The payment will be made for both the aforesaid items used as an capital expenditure and not for OPEX purpose. The payment will be released after the submission of original invoices of duct and OFC Cable.

**5.9.** The Bidder shall obtain type approval for all materials proposed to be utilized in the project from the concerned TM, Mumbai, Western Region, RailTel, prior to implementation.

### **6. Response to EOI guidelines**

#### **6.1 Language of Proposals**

The proposal and all correspondence and documents shall be written in English in soft copy through an email.

#### **6.2 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.

### **6.3 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.

### **6.4 Period of Validity of bids and Bid Currency**

Bids shall remain valid for a period of 120 days from the date Bid submission date issued by the end Customer organization for which bid is going to submit.

### **6.5 Bid Earnest Money (EMD)**

**6.5.1** The Business Associate shall furnish a sum as given in EOI Notice via online transfer from any bank in India in favour of "RailTel Corporation of India Limited" along with the offer. This will be called as **EOI EMD**.

**6.5.2** Offers not accompanied with valid EOI Earnest Money Deposit shall be summarily rejected. EMD if paid via online transfer then the details of the payment (UTR No, Payment Date, etc) should be accompanied with the bid.

**6.5.3** In case if offer is selected for bidding, the partner has to furnish Earnest Money Deposit (for balance amount as mentioned in the customer's Bid or as applicable) for the bid to RailTel. The selected Business Associate shall have to transfer the balance EMD in proportion to the quoted value/scope of work to RailTel before RailTel's submission of bid to end customer as applicable.

**6.5.4 Return of EMD for unsuccessful Business Associates:** EOI EMD of the unsuccessful Business Associate shall be returned without interest after completion of EOI process.

**6.5.5 Return of EMD for successful Business Associate:** EOI-EMD & Earnest Money Deposit (balance proportionate EMD) if applicable and Integrity Pact BG 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.

**6.5.6 Forfeiture of EOI EMD or EOI EMD & EMD (balance proportionate EMD) and or Penal action as per EMD Declaration:**

The EMD may be forfeited and or penal action shall be initiated if a Business Associate withdraws his offer or modifies the terms and conditions of the offer during validity period.

In case of non-submission of SD/PBG (as per clause no. 4.6) lead to forfeiture of EMD and Integrity Pact and or suitable action as prescribed in the EMD Declaration shall be initiated as applicable.

Having participated with another party/consortium apart from RailTel in RailTel's end customer Tender.

Partial or non-submission of EMD/Tender Fees or both.

## **6.6 Performance Bank Guarantee (PBG)/ FDR/ Cash**

In the event that the bid is declared successful, the selected Bidder shall be required to submit Performance Bank Guarantees (PBGs) or Fixed Deposit Receipts (FDRs) or Cash under the following conditions:

### **1. PBG/FDR/ Cash for Fiber Laying and Trenching: -**

The Selected Business Associate shall submit a Performance Bank Guarantee or Fixed Deposit Receipt/Cash equivalent to 5% of the Amount of Rs 11 Crore within 21 days from the date of issuance of the Letter of Intent (LOI). The Performance Bank Guarantee (PBG) / Fixed Deposit Receipt (FDR) / Cash shall remain valid for a period of one (1) year from the date of issuance of the Letter of Intent (LOI). The same shall be released only upon successful completion and acceptance of the Handing Over/Take Over (HOTO) process by the Selected Business Associate to the designated RailTel team. In case of delay in submission of the Performance Bank Guarantee (PBG) beyond 21 days from the date of issue of the Letter of Intent (LOI), a penalty in the form of interest @15% per annum shall be levied for the delayed period until the date of submission of the PBG.

### **2. PBG/FDR/Cash for Revenue Quoted:**

The Selected Business Associate shall also submit a separate Performance Bank Guarantee or Fixed Deposit Receipt/ Security Deposit equivalent to **5% of the revenue committed by the** Selected Business Associate, within **21 days** from the date of *HOTO*. The PBG/FDR/Cash shall remain valid for a period of **25 years**. "In case of delay in submission of the Performance Bank Guarantee (PBG) beyond 21 days from the date of issue of the Letter of Intent (LOI), a penalty in the form of interest @15% per annum shall be levied for the delayed period until the date of submission of the PBG.

Both PBGs/FDRs shall be in favour of **RailTel Corporation of India Limited**, for the requisite amount proportionate to the agreed scope of work, as per the work share arrangement mutually agreed between RailTel and the Selected Business Associate.

### **3. PBG/FDR/Cash for Additional Revenue: -**

The performance of the Selected Business Associate shall be evaluated on an **annual basis**. In the event that the evaluation reveals additional revenue beyond the initially committed amount, the Selected Business Associate shall be required to submit a **separate Performance Bank Guarantee (PBG) or Fixed Deposit Receipt (FDR)/ Cash** equivalent to **5% of the additional revenue**. Such additional PBG/FDR/SD shall be submitted within **21 days** from the date of issuance of the Evaluation/Review report. "In case of delay in submission of the Performance Bank Guarantee (PBG) beyond 21 days from the date of issue of the Letter of Intent (LOI), a penalty in the form of interest @15% per annum shall be levied for the delayed period until the date of submission of the PBG.

The PBG/FDR(s)/Cash submitted by the Selected Business Associate shall remain valid for the **entire duration of the contract period (25 years)** or until successful completion of all contractual obligations, whichever is later.

## **6.7 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.

## 6.8 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. No Business Associate shall be allowed to withdraw the response after the last date and time for submission.

The successful Business Associate will not be allowed to withdraw or back out from the response commitments. In case of withdrawal or back out by the successful business associate, the Earnest Money Deposit shall be forfeited, and all interests/claims of such Business Associate shall be deemed as foreclosed.

## 6.9 Details of Financial bid for the above referred tender

Business Associate meeting eligibility criteria and Highest revenue share will be selected.

In case if there are Two or more Business Associate meeting eligibility criteria and quoting same price, then negotiation will be conducted with the bidder in the second stage for the given scope of the work and the bidder with overall Highest (H1) offer will be selected for awarding work order.

## 6.10 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.

## 6.11 Period of Association/Validity of Agreement

RailTel will enter into an agreement with selected bidder with detailed Terms and conditions for 25 years.

## 6.12 Partner's Exit Option:

The Partner may terminate the Agreement by giving **180 (one hundred and eighty) days' prior written notice** to RailTel, subject to:

- a. Completion of all ongoing commitments and deliverables.
- b. Settlement of any dues payable to RailTel; and
- c. No adverse impact on ongoing customer or project commitments of RailTel.

## 6.13 Addendum / Modification Clause

### • Addendum to Agreement:

Any modification, amendment, or addition to the terms and conditions of this Agreement shall be made only through a written **Addendum** mutually agreed upon and signed by both parties, i.e., RailTel Corporation of India Limited ("RailTel") and the selected Partner.

### • Validity and Effect:

Each Addendum shall form an integral part of service Agreement and shall have the same legal validity and enforceability as the original Agreement.

### • Continuity of Obligations:

Except as expressly modified by such Addendum, all other terms, conditions, rights, and obligations under the original Agreement shall remain unchanged and in full force and effect.

## 7. Eligibility Criteria for Business Partner of RailTel

Sr • No	Criteria	Details	Documents to be Submitted
1	Consortium and Joint Venture	Consortium is allowed.	<ul style="list-style-type: none"> <li>• Consortium agreement needs to be submitted on notarized INR 500 stamp paper as per Annex-10 &amp; Annex-11</li> </ul>
2	Restriction on Business Activities and Compliance Requirement	The Bidder, including its holding company, subsidiaries, sister concerns, affiliates, joint ventures, or any group/associate companies (collectively referred to as the “Bidder Group”), shall not, directly or indirectly, engage in the business of Internet Service Provision (ISP), Bandwidth (BW) services, or any other similar type of work. If it is found at any stage of the bidding process or during contract execution that the Bidder Group is involved in such restricted activities, RailTel reserves the absolute right to reject the bid and/or terminate the contract forthwith without any liability or obligation. The Bidder shall confirm compliance with this condition.	Duly signed self-declaration on company letterhead confirming that neither the Bidder nor any entity of the Bidder Group is engaged in restricted activities and is in full compliance with this condition.

3	Legal Entity	<p>The bidder should be a company registered under Indian Companies Act, 1956 and 2013 or a Partnership Firm registered under Indian Partnership Act, 1932 or a Proprietorship firm or Limited Liability Partnership Firm under Limited Liability Partnership Firm Act 2008</p>	<p>The bidder and/or any one of the Consortium Partner shall submit.</p> <ul style="list-style-type: none"> <li>• Certificate of incorporation / Registered Partnership deed of bidder</li> <li>• GST Registration Certificate of bidder</li> <li>• Certificate of commencement of business (if applicable) of bidder.</li> <li>• MOA and AOA</li> <li>• PAN Card</li> <li>• BA empanelment letter</li> </ul>
4	Board Resolution / Power of Attorney in favour of Authorized Signatory	<p>A Board Resolution or Power of Attorney, in the name of the person executing the bid, authorizing the signatory to sign on behalf of the Bidding entity. The person issuing the Power of Attorney shall possess Board Resolution in his favour for granting such rights</p>	<p>The bidder and /or any one of the Consortium Partner shall submit</p> <p>Board Resolution</p> <p>AND / OR</p> <p>Power of Attorney with appropriate supporting documents as per the formats given in Annexure of this document.</p> <p>In case of generic Board Resolution or Power of Attorney, the same shall</p>

			be certified by Company Secretary or any Director for the applicability of the same for this EOI
5	Mandatory Compliances / Licenses/Certifications	<p>The Bidder and/or Consortium Partners have below mandatory registration &amp; licenses:</p> <ul style="list-style-type: none"> <li>• IP1 registration under competent authority (Department of Telecom) from last 3 years as on bid submission date</li> <li>• ISO 9001:2015</li> <li>• ISO 27001:2022</li> </ul>	The bidder and/or any one of the Consortium Partner shall submit Registration /Certificate from Department of Telecommunications , Govt. of India for IP1
6	Local Presence	The bidder should have minimum One (01) operational office in Mumbai city /Mumbai Suburban city/ MMRDA Area	Copies of any two i.e. Property Tax /Electricity /Telephone Bill/ GST Registration/ Lease agreement
7	Non-Black Listed/ Debarred	The Bidder and/or Consortium Partners must not be blacklisted/ debarred by any State Government or Central Government or PSUs / Govt. undertakings or Government Companies / Government Enterprises or Urban Local Bodies (ULB) or similar statutory entities in India as on the date of bid submission	The Bidder and/or Consortium Partners combined shall submit Self-declaration to be submitted on notarized INR 500 stamp paper.



<b>8</b>	Self - Declaration	The Bidder and/or Consortium Partners must not be insolvent, in receivership or bankrupt as on the date of bid submission	The Bidder and/or Consortium Partners combined shall submit Self-declaration to be submitted on notarized INR 500 stamp paper.
<b>9</b>	Years of Operations	The Bidder and/or Consortium Partners must have been in the business for laying telecom duct & OFC infrastructure along with providing its maintenance services for last 3 years as on bid submission date	The bidder and/or any one of the Consortium Partner shall submit Certificate from statutory auditor/CA having UDIN / Relevant Work Orders
<b>10</b>	Financials	<p>The Bidder or Consortium members should have cumulative turnover of min INR 17 crore in previous three financial years. (FY 2022-23 To FY 2024-25)</p> <p>(In absence of audited balance sheet and P&amp;L for FY 2024-2025, bidders and/or consortium partners are allowed to submit balance sheet and P&amp;L for FY2021-22" to FY2023-24")</p>	<p>The Bidder or any one of the consortium members shall submit.</p> <p>Audited balance sheet and profit &amp; loss statement</p> <p>OR</p> <p>Certificate from statutory auditor/CA having UDIN (for specific business-related turnover, as asked)</p>
<b>11</b>	Net worth	<p>The bidder or any one of the Consortium Member should have positive net worth in each of the previous three financial years.</p> <p>(In absence of audited balance sheet and P&amp;L for FY 2024-2025, bidders</p>	<p>The bidder or any one Consortium Partners shall submit</p> <p>Certificate from statutory auditor/CA having UDIN</p>

		and/or consortium partners are allowed to submit balance sheet and P&L for FY2021-22" to FY2023-24")	
<b>12</b>	Technical Capability – Laying of Telecom Infrastructure (Duct & OFC)	<p>The bidder or Consortium/ Joint Venture as a whole, in case of consortium, should have all the relevant experience in India as per below criteria in last three financial years:</p> <p>Experience of laying and maintenance of minimum 50 km of telecom Duct/Optical Fibre Cable for licensed TSP/Government entity/PSU/ Pvt Entity in India in last three financial year FY2022-23 TO FY2024-25.</p>	<p>The bidder and/or any one of the Consortium Partner shall submit</p> <p>1. Work Order or Signed Contract with detailed scope of work AND</p> <p>2. Client Completion Certificate / Certificate from statutory auditor/CA having UDIN certifying the relevant completed value / work quantum.</p> <p>OR</p> <p>Satisfactory Work in Progress Certificate from the Client / Certificate from statutory auditor/CA having UDIN certifying the relevant completed value / work quantum.</p>
<b>13</b>	LOE	Empanelment Letter from RailTel	Bidder and in case of consortium, all members need to submit letter and comply.

## 8. 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 reference 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	

## 9. Evaluation Criteria

**9.1** The Business Associates are first evaluated on the basis of the Eligibility Criteria as per clause 5 above.

**9.2** The Business Associate qualifying the Eligibility criteria will be selected for optimizing technical and Commercial solution so that most winnable solution is submitted to end customer.

**9.3** In case if there are two or more Bidders meeting eligibility criteria then the price bids will be sought from these Bidder in the second stage for the given scope of the work and Bidder with Highest (H1) offer will be selected for awarding work.

**9.4** 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 may at its discretion assign lead factor to the Business associate as per RailTel policy for shortlisting partner against this EOI.

**9.5** All General requirements mentioned in the Technical Specifications are required to be complied. The solution proposed should be robust and scalable.

## 10. Withdrawal of Bids

A Bidder wishing to withdraw its bid shall notify to RailTel by e-mail prior to the deadline prescribed for bid submission. The notice of withdrawal shall be addressed to RailTel at the address named in the Bid Data Sheet, and bear the Contract name, the <Title> and < Bid No.>, and the words "Bid Withdrawal Notice." Bid withdrawal notices received after the bid submission deadline will be ignored, and the submitted bid will be deemed to be a valid submitted bid.

No bid can be withdrawn in the interval between the bid submission deadline and the expiration of the bid validity period specified in the Bid Data Sheet. Withdrawal of a bid during this interval may result in the forfeiture of the Bidder's EMD.

## **11. Evaluation Process**

The evaluation process of the bid proposed to be adopted by RailTel is indicated in this section. The purpose of this section is to provide the Bidder an idea of the evaluation process that RailTel may adopt.

RailTel shall appoint a Bid Evaluation Committee (BEC) to scrutinize and evaluate the technical and commercial bids received. The BEC will examine the Bids to determine whether they are complete, responsive and whether the bid format conforms to the bid requirements. RailTel may waive any informality or non-conformity in a bid which does not constitute a material deviation according to RailTel.

The bid prices should not be mentioned in any part of the bid other than the Commercial Bid. Any attempt by a bidder to influence the bid evaluation process may result in the rejection of Bid and forfeiture of EMD.

## **12. Performance Bank Guarantee / FDR/Cash (As per clause 6.4 mentioned above)**

The Bidder shall at his own expense, deposit with RailTel, an unconditional and irrevocable Performance Bank Guarantee (PBG)/ FDR from nationalized bank/ Private Bank / Deposit Cash as per the format given in this bid, payable on demand, for the due performance and fulfilment of the contract by the Bidder.

This Performance Bank Guarantee will be submitted within 21 days of the notification of award of the contract/ Letter of Acceptance (LOA) issuance whichever is earlier. If PBG is not submitted within this time frame a delayed PBG penalty will be attracted. Post 21 days and upto 60 days from date of notification of award of the contract/ Letter of Acceptance (LOA) issuance a penalty at 15% per annum interest of LOA amount will be levied as delayed PBG penalty and this penalty will be deducted from the Invoices & EMD of the Bidder. After these 60 days if PBG is not submitted then it will be assumed that the Bidder is not interested in submitting PBG and the Amount of PBG along with the delayed PBG penalty calculated will be retained from Invoices & EMD of the Bidder. Non submission of PBG can also lead to cancellation of contract and the decision with respect to whether, to retain the PBG Amount and penalty from Invoices & EMD or cancellation of contract, will be at the sole discretion of RailTel. In the event of cancellation of contract EMD will be forfeited. If PBG is retained from Invoices & EMD then the PBG Amount only and not the penalty attracted will be paid to the Bidder in such a case post the contract period plus three months (expected PBG validity date) are over after deducting any applicable deductions (eg: Poor service, etc).

This Performance Bank Guarantee will be for an amount equivalent to x% of the total contract value. All charges whatsoever such as premium, commission, etc. with respect to the Performance Bank Guarantee shall be borne by the Bidder. The Performance Bank Guarantee format can be found in this document.

The Performance Bank Guarantee may be discharged/ returned by RailTel upon being satisfied that there has been due performance of the obligations of the Bidder under the contract. However, no interest shall be payable on the Performance Bank Guarantee.

In the event of the Bidder being unable to service the contract for whatever reason, RailTel would invoke the PBG. Notwithstanding and without prejudice to any rights whatsoever of RailTel under the Contract in the matter, the proceeds of the PBG shall be payable to RailTel as compensation for any loss resulting from the Bidder's failure to complete its obligations under the Contract. RailTel shall notify the Bidder in writing of the exercise of its right to receive such compensation within 30 days, indicating the contractual obligation(s) for which the Bidder is in default.

The 30days' notice period shall be considered as the 'Cure Period' to facilitate the Implementation Agency to cure the breach. The PBG shall be invoked only if the breach is solely attributable to the bidder and the bidder fails to rectify the breach within the 'Cure Period'.

RailTel shall also be entitled to make recoveries from the Bidder's bills, performance bank guarantee, or from any other amount due to the Bidder, the equivalent value of any payment made to the Bidder due to inadvertence, error, collusion, misconstruction or misstatement.

### **13. Rights to Terminate the Process**

RailTel may terminate the bid process at any time and without assigning any reason. RailTel makes no commitments, express or implied, that this process will result in a business transaction with anyone.

This bid document does not constitute an offer by RailTel. The Bidder's participation in this process may result in RailTel selecting the Bidder to engage in further discussions and negotiations towards execution of a contract. The commencement of such negotiations does not, however, signify a commitment by RailTel to execute a contract or to continue negotiations. RailTel may terminate negotiations at any time without assigning any reason.

### **14. Payment terms**

- Invoicing to the end customer shall be carried out **exclusively** by RailTel.
- All payments from RailTel to the Selected Business Associate shall be made via the **escrow account** established between RailTel and the Selected Business Associate.
- From the total payment received in the escrow account, RailTel shall first **deduct its revenue share** the **remaining amount shall be transferred to the** Selected Business Associate's account.
- **RailTel** shall make payments to the selected **Business Associate only** after receiving the corresponding payment in the form of, Annual Recurring Charges (ARC), Indefeasible Right of Use (IRU), Advance or any other payment from applicable to BA's scope of work from the **end customer** for the leased fiber.
- In case of any **penalty or deduction** imposed by the end customer for the portion of work executed by the BA, such penalty or deduction shall be **passed on to the** selected **Business Associate** on a back-to- back basis.
- In case of disputes, RailTel shall release disputed payments within timelines to selected **Business Associate**, If disputed excess payments are later identified, BA shall refund with 12% simple interest from disputed

excess payments receipt date until refund.

## **15. SLA**

The selected Business Associate will be required to adhere to the SLA matrix as defined in the end Customer organization Purchase order/ Agreement/ MOU 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.

## **16. Exclusivity**

RailTel shall grant exclusive rights to selected Business Associate for deployment, commercialization, and operation of the OFC infrastructure during the Agreement tenure of 25 Years. However, the **ownership** of the OFC infrastructure remains with the RailTel.

RailTel shall not enter into similar arrangements with third parties for the covered areas/services, unless selected Business Associate fails to meet agreed performance benchmarks.

## **17. Merger or Acquisition**

In case of any merger or acquisition of RailTel or Selected Business Associate (BA) during the agreement period, all rights of the RailTel and Selected Business Associate (BA) shall remain unaffected and continue to be valid.

## **18. RailTel's Rights and Authority Clause**

RailTel Corporation of India Limited ("RailTel") reserves the right, at its sole discretion and without assigning any reason, to modify, amend, or withdraw any part of this document or the scope of work, at any stage of the process. RailTel may issue corrigendum, addendum, or revisions to incorporate any change, clarification, or additional terms relating to the scope of work, deliverables, timelines, or any other provisions as deemed necessary in the interest of the project.

The decision of RailTel's Competent Authority shall be final, conclusive, and binding on all concerned parties, and no claim or representation shall be entertained on this account.

**Annexure 1: Format for COVERING LETTER (To be submitted by Lead Bidder, in case of Consortium)**

**COVERING LETTER (To be on company letter head)**

Eol Reference No: \_\_\_\_\_ Date: \_\_\_\_\_

To,  
Sr. Deputy General Manager/ Marketing  
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 \_\_\_\_\_ Dt. \_\_\_\_\_ 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 \_\_\_\_\_.

**Authorized Signatory Name:**

**Designation:**

**Signature:**

**Seal of the Organization:**

**Annexure 2: Format for Self-Certificate & Undertaking (To be submitted by Bidder/ in case of Consortium, all Partners need to be submitted)**

**Self-Certificate (To be on company letter head)**

Eol Reference No: \_\_\_\_\_ Date: \_\_\_\_\_

To,  
Sr. Deputy General Manager/ Marketing  
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

1. Having examined the technical specifications mentioned in this EOI, we hereby confirm that we meet all specification.
2. We agree to abide by all the technical, commercial & financial conditions 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 sole partner/lead partner after the receipt of corresponding payment from end customer by RailTel. Further we understand that in case selected sole bidder 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 partner.
3. We hereby agree to comply with all OEM technical & Financial documentation including MAF, Technical certificates/others if required in RailTel EOI. We are hereby enclosing the arrangement of OEMs against each of the BOQ item quoted as mentioned in RailTel EOI. We also undertake to submit MAF, and other documents if required in the RailTel EOI.
4. We hereby certify that any services, equipment and materiel's to be supplied are produced in eligible source country complying with OM/F. No. 6/18/2019 dated 23rd July 2020 issued by DoE, MoF.
5. We hereby undertake to work with RailTel. We confirm to submit all the supporting documents constituting/ in compliance with the Criteria as required in the RailTel EOI terms and conditions like technical certificates, OEM compliance documents if required.
6. We understand and agree that RailTel is intending to select a Partner who is willing to accept all terms & conditions of RailTel EOI for the agreed scope of work.
7. We hereby agree to submit that in case of being selected by RailTel as a partner for the proposed project (for which EOI is submitted), we will submit all the forms, appendix, relevant documents etc. to RailTel before the bid submission date as and when required.



8. We hereby undertake to sign Agreement, Pre-Contract Integrity Pact and Non-Disclosure Agreement with RailTel on a non-judicial stamp paper of Rs. 500/- in the prescribed Format.
9. We undertake that we will not submit directly or indirectly our bids and techno-commercial solution/association with any other organization once selected in this EOI (before and after submission of bid to RailTel).

**Authorized Signatory Name:**

**Designation:**

**Signature:**

**Seal of the Organization:**

**Annexure 3: Undertaking for not Being Blacklisted/Debarred (To be submitted by Bidder/ in case of Consortium, all Partners need to be submitted)**

Eol Reference No: \_\_\_\_\_Date: \_\_\_\_\_

To,  
Sr. Deputy General Manager/ Marketing  
RailTel Corporation of India Ltd.  
Western Railway Microwave complex,  
Senapati Bapat Marg, Mahalaxmi, Mumbai – 400013

Dear Sir,

**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.

**Authorized Signatory Name:**

**Designation:**

**Signature:**

**Seal of the Organization:**

#### **Annexure 4: Format of Affidavit (to be submitted by Lead Bidder)**

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

(To be executed in presence of Public notary on non-judicial stamp paper of the value of Rs. 500/-. 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. \_\_\_\_\_ Dt. \_\_\_\_\_ 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.railtelindBidder.com](http://www.railtelindBidder.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.

DEPONENT

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 ADVOCATE

**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.**

## **Annexure 5: Draft Non-Disclosure Agreement**

(To be submitted on a Rs. 500 Stamp Paper)

This Non-Disclosure Agreement ("Non-Disc") is made and entered into \_\_\_\_\_ day of \_\_\_\_\_ month \_\_\_\_\_ year (effective date) by and between \_\_\_\_\_ ("Department") and \_\_\_\_\_ ("Company"). Whereas, Department and Company have entered into an Agreement ("Agreement") \_\_\_\_\_ effective \_\_\_\_\_ for \_\_\_\_\_ and

Whereas, each party desires to disclose to the other party certain information in oral or written form which is proprietary and confidential to the disclosing party, ("CONFIDENTBIDDERL INFORMATION"). NOW, THEREFORE, in consideration of the foregoing and the covenants and agreements contained herein, the parties agree as follows:

### **1. Definitions. As used herein:**

- a. The term "Confidential Information" shall include, without limitation, all information and materiel's, furnished by either Party to the other in connection with citizen/users/persons/customers data, products and/or services, including information transmitted in writing, orally, visually, (e.g. video terminal display) or on magnetic or optical media, and including all proprietary information, customer and prospect lists, trade secrets, trade names or proposed trade names, methods and procedures of operation, commercial or marketing plans, licensed document know-how, ideas, concepts, designs, drawings, flow charts, diagrams, quality manuals, checklists, guidelines, processes, formulae, source code materiel's, specifications, programs, software packages, codes and other intellectual property relating to the disclosing party's data, computer database, products and/or services. Results of any tests, sample surveys, analytics, data mining exercises or usages etc. carried out by the receiving party in connection with the Department's information including citizen/users/persons/customers personal or sensitive personal information as defined under any law for the time being in force shall also be considered Confidential Information.
- b. The term, "Department" shall include the officers, employees, agents, consultants, contractors and representatives of Department.
- c. The term, "Company" shall include the directors, officers, employees, agents, consultants, contractors and representatives of Company, including its applicable affiliates and subsidiary companies.

### **2. Protection of Confidential Information:** With respect to any Confidential Information disclosed to it or to which it has access, Company affirms that it shall:

- a. Use the Confidential Information as necessary only in connection with Project and in accordance with the terms and conditions contained herein;
- b. Maintain the Confidential Information in strict confidence and take all reasonable steps to enforce the confidentiality obligations imposed hereunder, but in no event take less care with the Confidential Information that the parties take to protect the confidentiality of its own

proprietary and confidential information and that of its clients;

- c. Not to make or retain copy of any commercial or marketing plans, citizen/users/persons/customers database, Bids developed by or originating from Department or any of the prospective clients of Department except as necessary, under prior written intimation from Department, in connection with the Project, and ensure that any such copy is immediately returned to Department even without express demand from Department to do so;
  - d. Not disclose or in any way assist or permit the disclosure of any Confidential Information to any other person or entity without the express written consent of the other party; and
  - e. Return to the other party, or destroy, at Department's discretion, any and all Confidential Information disclosed in a printed form or other permanent record, or in any other tangible form (including without limitation, all copies, notes, extracts, analyses, studies, summaries, records and reproductions thereof) immediately upon the earlier to occur of (i) expiration or termination of either party's engagement in the Project, or (ii) the request of the other party therefore.
  - f. Not to discuss with any member of public, media, press, any or any other person about the nature of arrangement entered between Department and Company or the nature of services to be provided by the Company to the Department.
- 3. Onus.** Company shall have the burden of proving that any disclosure or use inconsistent with the terms and conditions hereof falls within any of the foregoing exceptions.
- 4. Exceptions.** These restrictions as enumerated in section 1 of this Agreement shall not apply to any Confidential Information:
- a. Which is independently developed by Company or lawfully received from another source free of restriction and without breach of this Agreement; or
  - b. After it has become generally available to the public without breach of this Agreement by Company; or
  - c. Which at the time of disclosure to Company was known to such party free of restriction and evidenced by documentation in such party's possession; or
  - d. Which Department agrees in writing is free of such restrictions.
  - e. Which is received from a third party not subject to the obligation of confidentiality with respect to such Information;
- 5. Remedies.** Company acknowledges that
- (a) any actual or threatened disclosure or use of the Confidential Information by Company would be a breach of this agreement and may cause immediate and irreparable harm to Department;
  - (b) Company affirms that damages from such disclosure or use by it may be impossible to measure accurately; and
  - (c) injury sustained by Department may be impossible to calculate and remedy fully. Therefore, Company acknowledges that in the event of such a breach, Department shall be entitled to specific performance by Company of Company's obligations contained in this Agreement. In addition, Company shall indemnify Department of the actual and liquidated damages which may be demanded by Department. Moreover, Department shall be entitled to recover all costs (including

reasonable attorneys' fees) which it or they may incur in connection with defending its interests and enforcement of legal rights arising due to a breach of this agreement by Company.

6. **Need to Know.** Company shall restrict disclosure of such Confidential Information to its employees and/or consultants with a need to know (and advise such employees of the obligations assumed herein), shall use the Confidential Information only for the purposes set forth in the Agreement, and shall not disclose such Confidential Information to any affiliates, subsidiaries, associates and/or third party without prior written approval of the disclosing party.
7. **Intellectual Property Rights Protection.** No license to a party, under any trademark, patent, copyright, design right, mask work protection right, or any other intellectual property right is either granted or implied by the conveying of Confidential Information to such party.
8. **No Conflict.** The parties represent and warrant that the performance of its obligations hereunder do not and shall not conflict with any other agreement or obligation of the respective parties to which they are a party or by which the respective parties are bound.
9. **Authority.** The parties represent and warrant that they have all necessary authority and power to enter into this Agreement and perform their obligations hereunder.
10. **Dispute Resolution.** If any difference or dispute arises between the Department and the Company in connection with the validity, interpretation, implementation or alleged breach of any provision of this Agreement, any such dispute shall be referred appropriately to RailTel/ stakeholders/ partners/ patrons
  - a. The arbitration proceedings shall be conducted in accordance with the (Indian) Arbitration and Conciliation Act, 1996 and amendments thereof.
  - b. The place of arbitration shall be Mumbai.
  - c. The arbitrator's award shall be substantiated in writing and binding on the parties.
  - d. The proceedings of arbitration shall be conducted in English language.
  - e. The arbitration proceedings shall be completed within a period of 180 days from the date of reference of the dispute to arbitration.
11. **Governing Law.** This Agreement shall be interpreted in accordance with and governed by the substantive and procedural laws of India and the parties hereby consent to the exclusive jurisdiction of Courts and/or Forums situated at Mumbai, India only.
12. **Entire Agreement.** This Agreement constitutes the entire understanding and agreement of the parties, and supersedes all previous or contemporaneous agreement or communications, both oral and written, representations and understandings among the parties with respect to the subject matter hereof.
13. **Amendments.** No amendment, modification and/or discharge of this Agreement shall be valid or binding on the parties unless made in writing and signed on behalf of each of the parties by their respective duly authorized officers or representatives.
14. **Binding Agreement.** This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and permitted assigns.
15. **Severability.** It is the intent of the parties that in case any one or more of the provisions contained in this Agreement shall be held to be invalid or unenforceable in any respect, such provision shall be modified to the extent necessary to render it, as modified, valid and enforceable under applicable laws, and such invalidity or unenforceability shall not affect the other provisions of this Agreement.

**16. Waiver.** If either party should waive any breach of any provision of this Agreement, it shall not thereby be deemed to have waived any preceding or succeeding breach of the same or any other provision hereof.

**17. Survival.** Both parties agree that all of their obligations undertaken herein with respect to Confidential Information received pursuant to this Agreement shall survive till perpetuity even after any expiration or termination of this Agreement.

**18. Non-solicitation.** During the term of this Agreement and thereafter for a further period of two (2) years Company shall not solicit or attempt to solicit Department's employees and/or consultants, for the purpose of hiring/contract or to proceed to conduct operations/business similar to Department with any employee and/or consultant of the Department who has knowledge of the Confidential Information, without the prior written consent of Department. This section will survive irrespective of the fact whether there exists a commercial relationship between Company and Department.

**19. Term.** Subject to aforesaid section 17, this Agreement shall remain valid up to \_\_\_\_years from the "effective date".

IN WITNESS HEREOF, and intending to be legally bound, the parties have executed this Agreement to make it effective from the date and year first written above.

For Department

Name:

Title:

WITNESSES:

1. \_\_\_\_\_

\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

For Company

Name:

Title:

WITNESSES:

1. \_\_\_\_\_

\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_



## **Annexure 6: Integrity Pact**

(To be executed on Rs. 500/- Stamp Paper)

Eol Number: \_\_\_\_\_ Dated: \_\_\_\_\_

This Integrity Pact is made at \_\_\_\_\_ on this \_\_\_\_ Day of \_\_\_\_\_ 2024

BETWEEN

RailTel Corporation of India Ltd (a Govt of Indian Enterprise under Ministry of Railways) having its registered office at Plate-A, 6th Floor, Office Block Tower-2, East Kidwai Nagar, New Delhi-110023 and Regional Office at Western Railway Microwave Complex, Senapati Bapat Marg, Mahalaxmi, Mumbai – 400013, hereinafter referred to as “The Principal”, which expression shall unless repugnant to the meaning or contract thereof include its successors and permitted assigns

AND

<Bidder Name> having its registered office at <Bidders Registered and Branch Address (if any)> hereinafter referred to as “The Bidder/ Contractor/ Concessionaire/ Consultant” and which expression shall unless repugnant to be meaning or context thereof include its successors and permitted assigns.

### **Preamble**

Whereas, the Principal intends to award, under laid down organizational procedures contract/s for ‘Selection Of Business Associates / Partner For Construction, Maintenance And Monetization Of A New Optical Fiber Cable (OFC) Network Along The Railway Track On Build Operate Transfer Maintenance (BOTM) Basis Under A Revenue Sharing Model on Central And Harbor Line In Mumbai & Sub-Urban Region’. The Principal values full compliance with all relevant laws of the land, rules of land, regulations, economic use of resources and of fairness/ transparency in its relations with its Bidder(s) and for Contractor(s)/Concessionaire(s)/Consultant(s).

And whereas to meet the purpose aforesaid, both the parties have agreed to enter into this Integrity Pact (hereafter referred to as Integrity Pact) the terms and conditions of which shall also be read as integral part and parcel of the Tender documents and contract between the parties. Now, therefore, in consideration of mutual covenants stipulated in this pact, the parties hereby agree as follows and this pact witnesseth as under: -

### **Article – 1: Commitments of the Principal**

1. The Principal commits itself to take all measures necessary to prevent corruption and to observe the following principles: -
  - a. No employee of the Principal, personally or through family members, will in connection with the Tender for, or the execution of a contract, demand take a promise for or accept for self or third person any materiel or immaterial benefit which the person is not legally entitled to.

- b. The Principal will, during the tender process treat all Bidder(s) with equity and reason. The Principal will in particular, before and during the tender process, provide to all Bidder(s) the same information and will not provide to any Bidder(s) confidential/ additional information through which the Bidder(s) could obtain an advantage in relation to the tender process or the contract execution.
  - c. The Principal will exclude all known prejudiced persons from the process.
2. If the Principal obtains information on the conduct of any of its employees which is a criminal offence under the IPC/PC Act or any other Statutory Acts or if there be a substantive suspicion in this regard, the Principal will inform the Chief Vigilance Officer and in addition can initiate disciplinary actions as per its internal laid down Rules/ Regulations.

**Article – 2: Commitments of the Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s)**

The Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) commit himself to take all measures necessary to prevent corruption. He commits himself to observe the following principles during his participation in the tender process and during the contract execution.

- a. The Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) will not, directly or through any other person or firm, offer, promise or give to any of the Principals employees involved in the tender process or the execution of the contract or to any third person any materiel or other benefit which he/she is not legally entitled to, in order to obtain in exchange any advantage of any kind whatsoever during the tender process or during the execution of the contract.
- b. The Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) will not enter with other Bidders into any undisclosed agreement or understanding, whether formal or informal. This applies in particular to prices, specifications, certifications, subsidiary contracts, submission or non-submission or bids or any other actions to restrict competitiveness or to introduce cartelization in the bidding process.
- c. The Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) will not commit any offence under the relevant IPC / PC. Act and other Statutory Acts; further the Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) will not use improperly for purposes of completion or personal gain, or pass on to others, any information or document provided by the Principal as part of the business relationship, regarding plans, technical proposals and business details, including information contained or transmitted electronically.
- d. The Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) of foreign origin shall disclose the name and address of the Agents/ representatives in India. If any similarly the Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) of Indian Nationality shall furnish the name and address of the foreign principle, if any. Further details as mentioned in the 'Guidelines on Indian Agents of Foreign Suppliers' shall be disclosed by the Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s). Further, all the payments made to the Indian Agent /Representative have to be Indian Rupees only.

- e. The Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) will, when presenting his bid, disclose any and all payments he has made, is committed to or intends to make to agents, brokers or any other intermediaries in connection with the award of the contract. He shall also disclose the details of services agreed upon for such payments.
- f. The Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) will not instigate third persons to commit offences outlined above or be an accessory to such offences.
- g. The Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) will not bring any outside influence through any Govt. bodies/quarters directly or indirectly on the bidding process in furtherance of his bid.
- h. The Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) who have signed a Integrity pact shall not approach the court while representing the matter to IEMs and shall wait for their decision in the matter.

### **Article – 3: Disqualification from tender process and exclusion from future contracts**

1. If the Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) before award or during execution has committed a transgression through a violation of any provision of Article- 2, above or in any other form such as to put his reliability or credibility in question, the Principal is entitled to disqualify the Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s) from the tender process.
2. If the Bidder/Contractor/Concessionaire/Consultant has committed a transgression through a violation of Article-2 such as to put his reliability or credibility into question, the Principal shall be entitled to exclude including blacklist and put on holiday the Bidder/Contractor/Concessionaire/Consultant for any future tenders/contract award process. The imposition and duration of the exclusion will be determined by the severity of the transgression. The severity will be determined by the Principal taking into consideration the full facts and circumstances of each case particularly taking into account the number of transgressions, the position of the transgressors within the company hierarchy of the Bidder/Contractor/Concessionaire/Consultant and the amount of the damage. The exclusion will be imposed for a maximum of 1 year.
3. A transgression is considered to have occurred if the Principal after due consideration of the available evidence concludes that “On the basis of facts available there are no materiel doubts”.
4. The Bidder/ Contractor/Concessionaire/Consultant will its free consent and without any influence agrees and undertakes to respect and uphold the Principal’s absolute rights to resort to and impose such exclusion and further accepts and undertakes not to challenge or question such exclusion on any ground, including the lack of any hearing before the decision to resort to such exclusion is taken. This undertaking is given freely and after obtaining independent legal advice.
5. The decision of the Principal to the effect that a breach of the provisions of this Integrity Pact has been committed by the Bidder/ Contractor/Concessionaire/Consultant shall be final and binding on the Bidder/ Contractor/Concessionaire/Consultant, however, the Bidder/

Contractor/ Concessionaire/ Consultant can approach IEM(s) appointed for the purpose of this Pact.

6. On occurrence of any sanctions/ disqualification etc. arising out from violation of integrity pact, Bidder/ Contractor/Concessionaire/Consultant shall not be entitled for any compensation on this account.
7. Subject to full satisfaction of the Principal, the exclusion of the Bidder/Contractor/Concessionaire/Consultant could be revoked by the Principal if the Bidder/ Contractor/Concessionaire/Consultant can prove that he has restored/recouped the damage caused by him and has installed a suitable corruption prevention system in his organization.

#### **Article – 4: Compensation for Damages**

1. If the Principal has disqualified the Bidder(s) from the tender process prior to the award according to Article-3, the Principal shall be entitled to forfeit the Earnest Money Deposit/ Bid Security or demand and recover the damages equivalent to Earnest Money Deposit/ Bid Security apart from any other legal right that may have accrued to the Principal.
2. In addition to above, the Principal shall be entitled to take recourse to the relevant provisions of the contract related to Termination of Contract due to Contractor/Concessionaire/Consultant's Default. In such case, the Principal shall be entitled to forfeit the Performance Bank Guarantee of the Contractor/ Concessionaire/ Consultant and/or demand and recover liquidated and all damages as per the provisions of the contract/Concession agreement against Termination.

#### **Article – 5: Previous Transgression**

1. The Bidder declares that no previous transgression occurred in the last 3 years immediately before signing of this integrity pact with any other Company in any country conforming to the anticorruption/Transparency International (TI) approach or with any other Public Sector Enterprise/Undertaking in India or any Government Department in India that could justify his exclusion from the Tender process.
2. If the Bidder makes incorrect statement on this subject, he can be disqualified from the tender process or action for his exclusion can be taken as mentioned under Article-3 above for transgression of Article-2 and shall be liable for compensation for damages as per Article-4 above.

#### **Article – 6: Equal treatment of all Bidders/ Contractors/ Concessionaires/ Consultants/ Subcontractors**

1. The Bidder(s)/Contractor(s)/Concessionaire(s)/Consultant(s) undertake(s) to demand from all sub-contractors a commitment in conformity with this integrity Pact, and to submit it to the Principal before contract signing.
2. The Principal will enter into agreements with identical conditions as this one with all Bidders/Contractors/Concessionaire/Consultant and Subcontractors.
3. The Principal will disqualify from the Tender process all Bidders who do not sign this Pact violate its provisions.

## **Article – 7: Criminal charges against violating Bidder(s)/ Contractor(s)/ Concessionaire(s)/ Consultant(s)/ Sub-contractor(s)**

If the Principal obtains knowledge of conduct of a Bidder/ Contractor/ Concessionaire/ Consultant or Subcontractor, or of an employee or a representative or an associate of a Bidder/ Contractor/ Concessionaire/ Consultant or Subcontractor, which constitutes corruption, or if the Principal has substantive suspicion in this regard, the Principal will inform the same to the Chief Vigilance Officer.

## **Article – 8: Independent External Monitor (IEM)**

1. The Principal appoints competent and credible Independent External Monitor for this Pact after approval from Central Vigilance Commission. The task of the Monitor is to review independently and objectively, whether and to what extent the parties comply with the obligations under this agreement.
2. The Monitor is not subject to instructions by the representatives of the parties and performs his functions neutrally and independently. He reports to the CMD, RailTel.
3. The Bidder/Contractor/Concessionaire/Consultant accepts that the Monitor has the right to access without restriction to all Project documentation of the Principal including that provided by the Bidder/ Contractor/ Concessionaire/ Consultant. The Bidder/ Contractor/ Concessionaire/ Consultant will also grant the Monitor, upon his request and demonstration of a valid interest, unrestricted and unconditional access to his Project documentation. The same is applicable to Subcontractors.
4. The Monitor is under contractual obligation to treat the information and documents of the Bidder(s)/Contractor(s)/Subcontractors(s) with confidentiality. The Monitor has also signed on 'Non-disclosure of Confidential Information' and of 'Absence of Conflict of Interest'. In case of any conflict of interest arising at a later date, the IEM shall inform CMD, RailTel and recuse himself/herself from that case.
5. The Principal will provide to the Monitor sufficient information about all meetings among the parties related to the Project provided such meetings could have an impact on the contractual relations between the Principal and the Bidder/Contractor/ Concessionaire/Consultant. The parties offer to the Monitor the option to participate in such meetings.
6. As soon as the Monitor notices, or believes to notice any transgression as given in Article- 2, he may request the Management of the Principal to take corrective action, or to take relevant action. The monitor can in this regard submit non-\*binding recommendations. Beyond this, the Monitor has no right to demand from the parties that they act in a specific manner, refrain from action or tolerate action.
7. The Monitor will submit a written report to the CMD, RailTel within 8-10 weeks from the date of reference or intimation to him by the Principal and, should the occasion arise, submit proposals for correcting problematic situations.
8. If the Monitor has reported to the CMD, RailTel, a substantiated suspicion of an offence under relevant IPC/PC Act or any other Statutory Acts, and the CMD, RailTel has not, within the reasonable time taken visible action to proceed against such offence or reported it the Chief Vigilance Officer, the Monitor may also transmit this information directly to the Central Vigilance Commissioner.

9. The word 'Monitor' would include both singular and plural.

#### **Article – 9: Pact Duration**

This Pact begins when both parties have legally signed it. It expires for the Contractor/Consultant 12 months after his Defect Liability Period is over or 12 months after his last payment under the contract whichever is later and for all other unsuccessful Bidders, 6 months after this Contract has been awarded (In case of BOT projects). It expires for the concessionaire 24 months after his concession period is over and for all other unsuccessful Bidders 6 months after this Contract has been awarded. Any violation of the same would entail disqualification of the bidder and exclusion from future dealings. If any claim is made/lodged during this time, the same shall be binding and continue to be valid despite the lapse of this pact as specified above, unless it is discharged determined by CMD of RailTel.

#### **Article – 10: Other Provisions**

1. This pact is subject to Indian Law, Place of performance and jurisdiction is the Registered Office of the Principal, i.e. New Delhi.
2. Changes and supplements as well as termination notices need to be made in writing.
3. If the Bidder/Contractor/Concessionaire/Consultant is a partnership or a Joint Venture partner, this pact must be signed by all partners or members.
4. Should one or several provisions of this agreement turn out to be invalid, the reminder of this agreement remains valid, in this case, the parties will strive to come to an agreement to their original intentions.
5. Issue like warranty / Guarantee etc. shall be outside the purview of IEMs.
6. In the event of any contradiction between the Integrity Pact and its Annexure, the clause in Integrity Pact shall prevail.
7. Any dispute/differences arising between the parties with regard to term of this Pact, any action taken by the Principal in accordance with this Pact or interpretation thereof shall not be subject to any Arbitration.
8. The actions stipulated in the integrity Pact are without prejudice to any other legal action that may follow in accordance with the provisions of the extant law in force relating to any civil or criminal proceedings.

In witness whereof the parties have signed and executed this pact at the place and date first done mentioned in the presence of following witnesses:-

(For & On behalf of the (Principal)

(For & On behalf of Bidder/Contractor/  
Concessionaire/Consultant)

**Place:**

**Date:**

Witness 1:

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Witness 2:

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**Annexure 7: Complete EoI Examination & Nil Deviation Certificate**

**(To be submitted by Lead Bidder)**

To

Sr. Deputy General Manager/ Marketing  
RailTel Corporation of India Ltd  
Western Railway Microwave Complex  
Senapati Bapat Marg, Near Railway Sports Ground  
Mahalaxmi, Mumbai – 400013

**Sub:** Complete EoI Examination & Nil Deviation Certificate

**Ref:** EoI Number: \_\_\_\_\_ Dated: \_\_\_\_\_

Dear Sir,

We <Bidder Name> having completely examined the referred EoI, its corrigendum and any other documents/its addendums/corrigendum referred in this EoI, conclude that we have understood the Terms & Conditions of the EoI and its subsequent addendums & corrigendum (if any) and any other documents/its addendums/corrigendum referred in this EoI. We declare that we have sought all clarifications for the same from RailTel for anything contained in this EoI & any other documents/its addendums/ corrigendum referred in this EoI and have been satisfied with the clarifications to the fullest extent and there are no terms, clauses, conditions, etc which are ambiguous.

We also declare that there is no deviation from adhering to anything that is contained in this EoI and any other documents/its addendums/corrigendum referred in this EoI and that any deviation later raised by us shall lead to forfeiture of the Bid/Contract at complete discretion of RailTel.

Signature of Authorized Signatory (with official seal)

Name :  
Designation :  
Address :  
Telephone and Fax :  
E-mail address :



**Annexure 8: Back to Back Compliance Certificate (To be submitted by Lead Bidder)**

To

Sr. Deputy General Manager/ Marketing  
RailTel Corporation of India Ltd  
Western Railway Microwave Complex  
Senapati Bapat Marg, Near Railway Sports Ground  
Mahalaxmi, Mumbai – 400013

**Sub:** Complete back to back Compliance Certificate

**Ref:** 1) EoI Number: \_\_\_\_\_ Dated: \_\_\_\_\_

2) Tender Reference No: dated and all of its addendums/ corrigendum's & published documents

Dear Sir,

Considering reference 1 & 2 we would like to declare that we have read and understood the EoI, its corrigendum and any other documents/its addendums/corrigendum referred in this EoI thoroughly. We would like to give you our back-to-back compliance for all the tender terms and conditions, clauses, timelines, deliverables and anything explicitly mentioned in the EoI, its corrigendum and any other documents/its addendums/corrigendum referred in this EoI.

Signature of Authorized Signatory (with official seal)

Name :

Designation :

Address :

Telephone and Fax :

E-mail address :

**Annexure 9: Performance Bank Guarantee Format / PBG in the form of FDR**

(For a sum of x% of the value of the contract as per RailTel's end customer RFP/tender)  
(Stamp Duty to be confirmed by RailTel in co-ordination with RailTel's Legal Department)

Ref. No. :  
Date :  
Bank Guarantee No. :

To  
<Insert complete postal address>

THIS INDENTURE made this <current date> day of <current Month> 2024, BETWEEN THE <Bank Name>, a Company incorporated and registered under the Indian companies act, 1913 and deemed to exist within the companies Act 1956, and governed by the Banking Regulation Act, 1949 and having its registered office at <Address>, and its corporate office at <Address>, India and having one of its Branch Office at <Mumbai Branch Office> (hereinafter referred to as "the Bank" which expression shall be deemed to includes its successors and assigns) of the first part and

<Bidders Company Name> a company incorporated under the Indian Companies Act 1956 having its Registered Office at <Address>, Corporate Office at <Address> and its Regional Office at <Mumbai Office Address> (hereinafter referred to as 'the Contractor/s') of the second part and

RailTel Corporation of India Ltd (hereinafter referred to as 'RailTel') of the third part WHEREAS the Contractor/s have submitted to RailTel EoI/Quotation Selection Of Business Associates / Partner For Construction, Maintenance And Monetization Of A New Optical Fiber Cable (OFC) Network Along The Railway Track On Build Operate Transfer Maintenance (BOTM) Basis Under A Revenue Sharing Model on Central And Harbor Line In Mumbai & Sub-Urban Region vide <EoI No> Dated <Date of EoI> and the terms of such EoI/Tender/Quotation/contract require that the Contractor/s shall deposit with RailTel as the security a sum of Rs. <Amount>/- (in figures and words<in words> only Including all Taxes and contingencies and any other costs mentioned as per LOI and RailTel Terms)AND WHEREAS if and when any such EoI/Tender/Quotation is accepted by RailTel the contract to be entered into in furtherance thereof by the Contractor/s will provide that such deposit shall remain with and be appropriated by RailTel towards the security deposit to be taken under the contract and be redeemable by the Contractors/ if they shall duly and faithfully carry out the terms and provision of such contract and shall duly satisfy all claims properly chargeable against them there under AND WHEREAS the Contractor/s are constituents of the Bank and in order to facilitate the keeping of the accounts of the Contractor/s, the Bank with the consent and concurrence of the Contractor/s has requested RailTel to accept the Guarantee of the Bank hereinafter contained, in place of the Contractor/s depositing with RailTel the said sum as security as aforesaid AND WHERE AS accordingly <Bank Name>has agreed to accept claim from RailTel upon demand in writing, whenever required by him, from time to time upto <Date (contract period + 3 months)> so to do, a sum not exceeding in the whole Rs. <Amount>/- (in figures and words <in words> only incl of Tax) under the terms of the said EoI/Tender/Quotation and/ or the Contract. The Bank Guarantee is valid up to<Date (contract period + 3 months)>.

Notwithstanding anything what has been stated above, <Bank Name> liability under the above guarantee is restricted to Rs. <Amount>/- (in figures and words <in words>only incl of Tax) and guarantee shall remain in force up to <Date (contract period + 3 months)> unless the demand or claim

under this guarantee is made on us and we receive in writing on or before <Date (contract period + 3 months)> all your rights under the above guarantee shall be forfeited and we shall be released from all liabilities under the guarantee thereafter whether or not the original bank guarantee is returned to us.

In witness whereof the Bank, through its authorized Officer, has set its hand and stamp on this ..... day of 2024 at .....

For <Bank Name>

For<Company Name>

Authorized Signatories

Authorized Signatories

EMP No. \_\_\_\_\_

EMP No. \_\_\_\_\_

## **Annexure 10: Consortium Agreement Draft Format**

THIS CONSORTIUM AGREEMENT is entered into on this the..... day of <Month>, 2022 AMONGST {<Company Name>, and having its registered office at <Address>} (hereinafter referred to as the “First Part” which expression shall, unless repugnant to the context include its successors and permitted assigns) AND

{<Company Name>, and having its registered office at <Address>} and (hereinafter referred to as the “Second 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} PART are collectively referred to as the “Parties” and each is individually referred to as a “Party” WHEREAS,

**A.** The PED/WR represented by the RailTel Corporation of India Ltd (hereinafter referred to as the “Authority” which expression shall, unless repugnant to the context or meaning thereof, include its administrators, successors and assigns) (the “Authority”), having its office at “RailTel Corporation of India Ltd, Western Railway Microwave Complex, Senapati Bapat Marg, Mahalaxmi, Mumbai - 400013” is engaged in the “Selection of an Agency for Modernization of the Offices of the Inspector General of Registration and Controller of Stamps under Govt. of Maharashtra”, and as part of this endeavor, has invited Bids (the Bids”) by its EoI No .....dated (the “RFP”) for award of contract for .....(the “Project”) through Agreement Contract conditions.

**B.** The Parties are interested in jointly Bidding for the Project as members of a {consortium} and in accordance with the terms and conditions of the RFP document and other Bid documents in respect of the Project, and

**C.** It is a necessary condition under the RFP document that the members of the {consortium} shall enter into a Consortium Agreement and furnish a copy thereof with the Application.

NOW IT IS HEREBY AGREED as follows:

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

In this Agreement, the capitalized terms shall, unless the context otherwise requires, have the meaning ascribed thereto under the RFP.

### **2. Consortium}**

a. The Parties do hereby irrevocably constitute a consortium (the “{consortium}”) for the purposes of jointly participating in the Bidding Process for the Project.

b. The Parties hereby undertake to participate in the Bidding Process only through this {consortium} and not individually and/ or through any other {consortium} constituted for this Project, either directly or indirectly.

### **3. Covenants**

The Parties hereby undertake that in the event the {consortium} is declared the Selected bidder and awarded the Project, it shall enter into an Agreement Contract with the Authority for performing all its obligations as the Contractor in terms of the Agreement contract for the Project.

#### **4. Role of the Parties**

The Parties hereby undertake to perform the roles and responsibilities as described below:

- a. Party of the First Part shall be the Lead member of the {consortium} and shall have the power of attorney from all Parties for conducting all business for and on behalf of the {consortium} during the Bidding Process and for performing all its obligations as the Contractor in terms of the Agreement Contract for the Project.
- b. Party of the Second Part shall be {the member of the consortium}; and
- c. Party of the Third Part shall be {the member of the consortium}

#### **5. Joint and Several Liability**

The Parties do hereby undertake to be jointly and severally responsible for all obligations and liabilities relating to the Project and in accordance with the terms of the RFP and the Agreement Contract, till such time as the completion of the Project is achieved under and in accordance with the Agreement Contract.

#### **6. Share of work in the Project**

The Parties agree that the proportion of Scope of Work as per the Agreement Contract to be allocated among the members shall be as follows:

***First Party:***

***Second Party:***

#### **7. Representation of the Parties**

Each Party represents to the other Parties as of the date of this Agreement that:

- a. Such Party is duly organized, validly existing and in good standing under the laws of its incorporation and has all requisite power and authority to enter into this Agreement.
- b. The execution, delivery and performance by such Party of this Agreement has been authorized by all necessary and appropriate corporate or governmental action and a copy of the extract of the charter documents and board resolution/ power of attorney in favour of the person executing this Agreement for the delegation of power and authority to execute this Agreement on behalf of the {consortium} Member is annexed to this Agreement, and will not, to the best of its knowledge:
  - i. require any consent or approval not already obtained;
  - ii. violate any Applicable Law presently in effect and having applicability to it;
  - iii. violate the memorandum and articles of association, by-laws or other applicable organizational documents thereof.
  - iv. violate any clearance, permit, concession, grant, license or other governmental authorization, approval, judgment, order or decree or any mortgage agreement, indenture, or any other instrument to which such Party is a party or by which such Party or any of its properties or assets are bound or that is otherwise applicable to

such Party; or

v. create or impose any liens, mortgages, pledges, claims, security interests, charges or Encumbrances or obligations to create a lien, charge, pledge, security interest, encumbrances, or mortgage in or on the property of such Party, except for encumbrances that would not, individually or in the aggregate, have a material adverse effect on the financial condition or prospects or business of such Party to prevent such Party from fulfilling its obligations under this Agreement.

c. this Agreement is the legal and binding obligation of such Party, enforceable in accordance with its terms against it; and

d. there is no litigation pending or, to the best of such Party's knowledge, threatened to which it or any of its Affiliates is a party that presently affects, or which would have a material adverse effect on the financial condition or prospects or business of such Party in the fulfillment of its obligations under this Agreement.

#### **8. Termination**

This Agreement shall be effective from the date hereof and shall continue in full force and effect until Project completion (the "Defects Liability Period") is achieved under and in accordance with the EPC Contract, in case the Project is awarded to the {consortium} However, in case the {consortium} is either not pre-qualified for the Project or does not get selected for award of the Project, the Agreement will stand terminated in case the Applicant is not pre-qualified or upon return of the Bid Security by the Authority to the bidder, as the case may be.

#### **9. Miscellaneous**

a. This Consortium Agreement shall be governed by laws of {India}.

b. The Parties acknowledge and accept that this Agreement shall not be amended by the Parties without the prior written consent of the Authority.

IN WITNESS WHEREOF THE PARTIES ABOVE NAMED HAVE EXECUTED AND DELIVERED THIS AGREEMENT AS OF THE DATE FIRST ABOVE WRITTEN.SIGNED, SEALED AND DELIVERED

For and on behalf of

Lead member by:

(Signature)

(Name)

(Designation)

(Address)

SECOND PART

(Signature)

(Name)

(Designation)

(Address)

In the presence of:

1.....

2.....

**Annexure 11 Authorization Letter**

**(To be submitted by Consortium Partner)**

To,  
Sr. Deputy General Manager/ Marketing  
RailTel Corporation of India Ltd  
Western Railway Microwave Complex  
Senapati Bapat Marg, Near Railway Sports Ground  
Mahalaxmi, Mumbai – 400013

**Sub:** Declaration of Authorization of \_\_\_\_\_ as Lead Member

**Ref:** Eol Number: \_\_\_\_\_ Dated: \_\_\_\_\_

Dear Sir,

I, XYZ, Authorized Representative of (Name of Authorized person of Consortium Partner and company Name), hereby declare and authorize (Name of Authorized person of Lead Bidder and company Name) of the consortium formed for EOI:- \_\_\_\_\_.

Kindly consider this declaration as formal authorization for (Name of Lead Bidder) as the lead member of the consortium.

Regards,

Name of authorized representative of Consortium Partner

## **Annexure 12 PRICE BID FORMAT**

### **Commercial Bid Format and Instructions**

The Bidder has to quote the rate in the BoQ table. The price shall be exclusive of Goods & Services Tax as applicable under the relevant Laws of India.

#### **BOQ Format:**

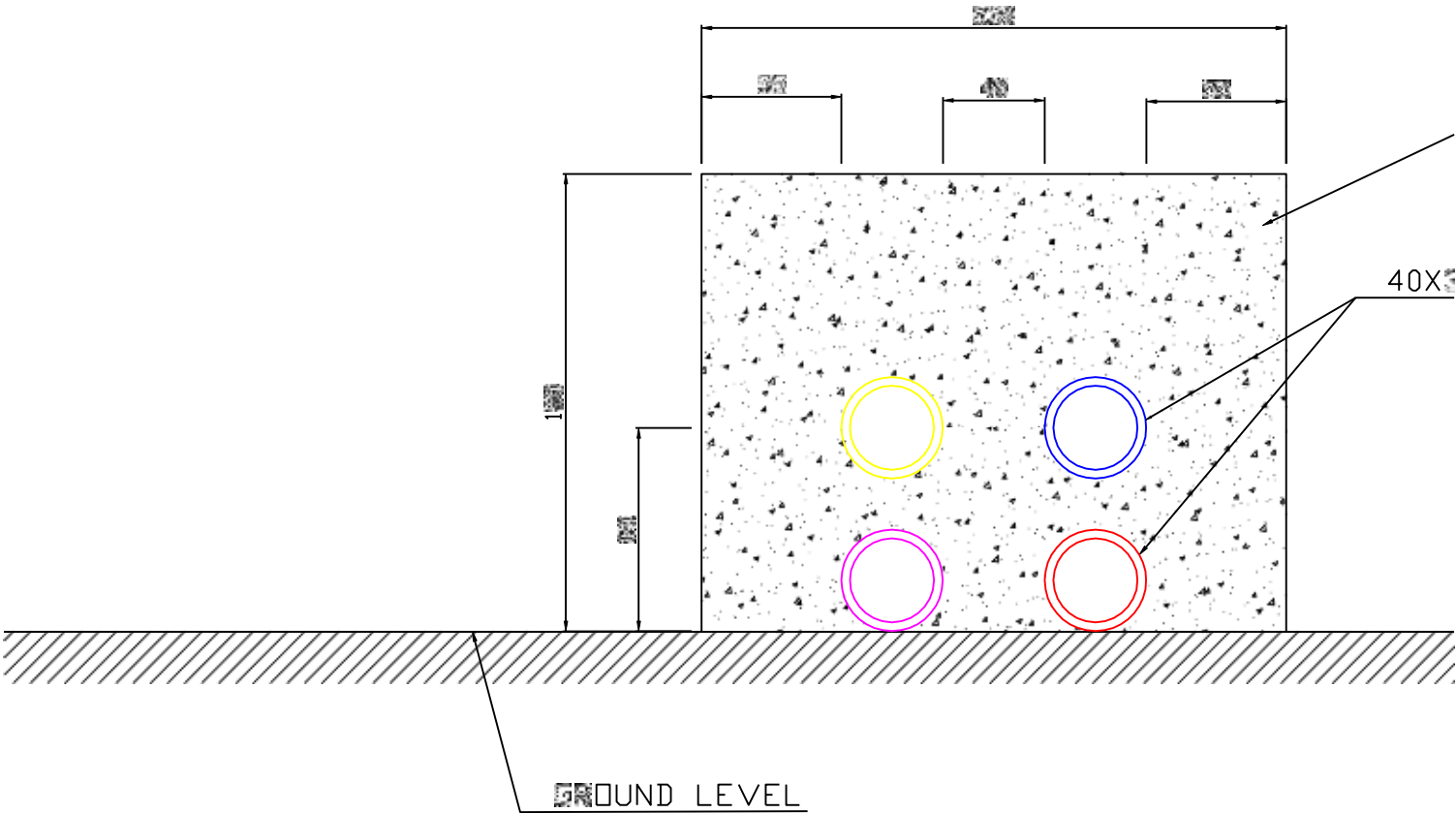
<b>Sr.No.</b>	<b>Item Description</b>	<b>Quote</b>
1.a	Expected Revenue committed by the selected bidder which will be generated over the period of 25 years using the Network created by the bidder against this EOI. (Amt in Crores)	
1.b	Revenue Share committed by the selected bidder to be given to RailTel over and above of minimum 35% of Revenue Generated using the Network created by the bidder against this EOI. (in %)	

#### **Note:**

1. All the prices are to be entered in Indian Rupees ONLY.
2. Prices indicated in the schedules shall be exclusive of all taxes, Levies, duties etc. It is mandatory to provide breakup of all Taxes, Duties and Levies wherever asked for.
3. The Contract Price shall be firm and not subject to any alteration.
4. The Bidder shall be declared successful based on the **product score** derived from the evaluation parameters specified under Clauses **1(a)** and **1(b) of Annexure 12 Price Bid format**. The Product score shall be calculated as: Final Score= Product of [Score under Clause 1(a)] & [Score under Clause 1(b)]. The Bidder obtaining the highest Final Score shall be declared as the Successful Bidder.



Annexure-13 (in MM)



TYPICAL TELECOM DUCT GROUND LAYING