

EXPRESSION OF INTEREST (EOI)

For the Selection of Partners for Embedded Software-Based Signaling products /Systems

1. Introduction

RailTel Corporation of India Limited (RailTel), a Government of India Public Sector Undertaking (PSU), invites Expressions of Interest (EOI) from experienced and qualified partners for providing pre-developed embedded software-based Safety Integrity Level (SIL)-4 signaling products/systems. The selected partners will collaborate with RailTel for manufacture of products/systems that meet the specifications outlined by the Research Designs & Standards Organisation (RDSO) for use in Indian Railways. The collaboration is open to both domestic and international partners, with a preference for indigenous companies in line with the Make in India initiative. This collaboration is of strategic importance to enhancing the safety and reliability of Indian Railways' signaling systems.

2. Objective

The objective of this EOI is to identify potential partnership model for collaboration with RailTel for manufacture of pre-developed signaling products, including but not limited to Digital Axle Counters, electronics Interlocking systems, that align with the required specifications. The partner has to demonstrate the capability to meet Indian Railways' standards and has a successful history of SIL4 certification.

3. Scope of Work

The selected partners will be required to:

- Ensure they possess the necessary capabilities to produce and maintain a safety case that meets the stringent requirements of SIL-4 for embedded software-based electronic signaling products/systems.
- Supply all relevant technical documentation, including design, testing, and quality assurance procedures.
- Offer post-supply technical support, including updates, modifications, and troubleshooting. *The duration and extent of post-supply technical support, such as periodic updates or long-term maintenance contracts, should also need to be specified by successful partner.*
- Collaborate closely with RailTel to ensure seamless integration with existing systems of Indian Railways /RDSO.

4. Eligibility Criteria

Interested partners must meet the following eligibility criteria:

- Proven track record of developing and supplying embedded software-based SIL-4 signaling systems.
- Experience in working with government or public sector organizations, particularly in the Guided rail transportation sector.
- Capability to meet Indian standards/specifications and a successful history of SIL4 certification.
- Adequate technical and financial resources to support the partnership.
- Demonstrated capacity to obtain required Indian regulatory/certifying bodies e.g RDSO certification for the supplied products.

5. Evaluation Process

The EOIs will be evaluated based on the following criteria:

- Technical capability and product compliance with RDSO specifications.
- Experience and track record in the railway sector.
- Financial stability and resource availability.
- Ability to obtain or provide RDSO certification.
- Quality and comprehensiveness of the submitted documentation.
- Investment matrix for the manufacturing capabilities along with proposed solution of financing and proposed installed capacity of manufacturing in different phases

6. Proposal for collaboration

Whether collaboration with RailTel proposed as

- JV, if yes details of proposed JV structure with contribution of partner, Cost of Project and means of financing.
- For Transfer of Technology to RailTel – if yes terms of transfer /Broad terms and Estimated Project cost structure for RailTel along with payback Period
- For ODM (Original design Manufacturer)- broad proposal terms of revenue sharing and responsibilities of partners and RailTel

7. Evaluation Criteria and Scoring Methodology

The EOIs will be evaluated based on the following criteria, with corresponding weightages assigned to prioritize the requirements. The scoring system will be based on a scale of 0 to 10, where 0 indicates non-compliance or poor performance, and 10 indicates full compliance or excellent performance.

Evaluation Criteria	Weightage (%)	Score Range (0-10)	Weighted Score (Score x Weightage)
1. Technical Capability & Product Compliance	20%	0 - 10	Score x 0.20
Compliance with RDSO specifications			
Capability to develop and maintain SIL-4 safety case			
2. Experience & Track Record in Railway Sector	10%	0 - 10	Score x 0.20
History of successful SIL-4 certification			
Experience with government/public sector projects			

3. Financial Stability, Resource Availability & Readiness to Invest	15%	0 - 10	Score x 0.15
Turnover and net worth over the last three years			
Readiness to invest in the partnership			
4. Ability to Obtain/Provide RDSO Approval/Certification	5%	0 - 10	Score x 0.05
Past success in obtaining RDSO approval /certifications for SIL4 signalling products			
5. Quality of Submitted Documentation	5%	0 - 10	Score x 0.05
Comprehensiveness and accuracy of technical documents			
6. Investment Matrix, Manufacturing Capabilities & Financial Projections	10%	0 - 10	Score x 0.10
Estimated Cost of manufacturing facility			
Financing model, partner's contribution, and debt structure			
Expected time for readiness of products (earlier readiness receives higher marks)			
Projected profitability			
7. Details of Items Being Manufactured and Start Date	5%	0 - 10	Score x 0.05
8. Customer and Supply Details in the Field of EOI Items	2%	0 - 10	Score x 0.02
9. Experience and Expertise in Items Proposed in EOI	5%	0 - 10	Score x 0.05
10. Manpower Details Including Qualifications and Experience	5%	0 - 10	Score x 0.05
11. Proposal Details Including Any Alternatives	2%	0 - 10	Score x 0.02
12. Machinery, Plants, and Testing Equipment Details	5%	0 - 10	Score x 0.05
13. Intellectual Property Rights (IPR) Held, Patents Filed/Held, MoUs/Agreements Signed	5%	0 - 10	Score x 0.05
14. ISO Certification Details	2%	0 - 10	Score x 0.02
15. Compliance with Relevant Indian Standards/Specifications	2%	0 - 10	Score x 0.02
16. Relevant Documents Regarding Eligibility Criteria	2%	0 - 10	Score x 0.02
Total	100%		10.00 (Maximum)

Scoring Guidelines:

- **0-3:** Below expectations or non-compliant
- **4-6:** Partially meets expectations with some deficiencies
- **7-8:** Meets expectations with minor deficiencies
- **9-10:** Fully meets or exceeds expectations

Final Score Calculation:

The final score for each EOI will be calculated by summing the weighted scores across all criteria. The highest possible score is 10.00.

7. Submission of EOI

Interested parties are required to submit their EOI, including all necessary documents, to the undersigned at the following address:

RailTel Corporation of India Limited

Corporate Office: Plate-A, 6th Floor, Office Block-2,

East Kidwai Nagar, New Delhi - 110023, India

Phone: +91-11-23237300

Email: eoi@railtelindia.com

The EOI should be submitted in the prescribed format (**Annexure-I**) along with the necessary documents to demonstrate compliance with the eligibility criteria.

6. Deadline

The last date for submission of EOI is 19/09/2024, time 15:30 Hrs. Applications received after the deadline may not be considered.

FORMAT FOR LETTER OF RESPONSE

Respondent's Ref No.:

Date:

To

Executive Director/Rail Business
RailTel Corporation of India Limited
Corporate Office: Plate-A, 6th Floor, Office Block-2,
East Kidwai Nagar, New Delhi - 110023, India
Phone: +91-11-23237300
Email: eoi@railtelindia.com

Subject: RESPONSE TO – EOI FOR PARTICIPATION

1. We, the undersigned, offer the following information in response to the Expression of Interest sought by you vide your Notification No._____, dated
2. We are duly authorised to represent and act on behalf of (hereinafter the “respondent”).
3. We have examined and have no reservations to the EOI Document including Addenda No(s) _____.
4. We are attaching with this letter, the copies of original documents defining:
 - a) The Respondent’s legal status;
 - b) Its principal place of business;
 - c) Its place of incorporation (if respondents are corporations); or its place of registration (if respondents are cooperative institutions, partnerships, or individually owned firms);
 - d) Self-certified financial statements of the last three years, clearly indicating the financial turnover and net worth;
 - e) Copies of any market research, business studies, feasibility reports, and the like sponsored by the respondent, relevant to the item under consideration.
 - f) Power of Attorney for signing the proposal and Board resolution in case of company for authorization to issue POA.
5. We shall assist RailTel and/or its authorized representatives to obtain further clarification from us if needed.
 - a) RailTel and/or its authorized representatives may contact the following nodal persons for further information on any aspects of the Response:

S. No.	Contact Name	Address	Telephone	E-mail

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6. This application is made in the full understanding that:
- Information furnished in response to EOI shall be used confidentially by RailTel for the purpose of development of the project.
 - RailTel reserves the right to reject or accept any or all applications, cancel the EOI, and subsequent bidding process without any obligation to inform the respondent about the grounds for the same.
 - We confirm that we are interested in participating in the development of the item.

7. We certify that our turnover and net worth in the last three years are as under:

Financial Year	Turnover	Net Worth

8. In response to the EOI, we hereby submit the following additional details annexed to this application:

8.1. Details of various items being manufactured .

8.2. Details of customer(s) and supplies made in the field of the items under EOI.

8.3. Experience and expertise in the items proposed in EOI.

8.4. Details of manpower, including their qualifications and experience.

8.5. Detailed proposal for items proposed in EOI, including any alternative proposals, if applicable.

8.6. Details of essential machinery and plants required for production, as well as the essential testing equipment necessary for quality assurance, in accordance with the Schedule of Technical Requirements for Electronic Signaling Equipment issued by RDSO for use in Indian Railways.

8.7. Details of Intellectual Property Rights (IPR) held, patents filed/held, and MoU/agreements signed.

8.8. Details of ISO certification.

8.9. Details of compliance with the relevant specifications prescribed by Indian certifying/approving agencies, such as RDSO specifications.

8.10 Relevant document regarding eligibility criteria.

9. The undersigned declare that the statements made, and the information provided in the duly completed application are complete, true, and correct in every detail. We also understand that in the event of any information furnished by us being found later to be incorrect or any material information having been suppressed, RailTel may delete our name from the list of qualified Respondents. We further understand that RailTel will give first preference to the applicants considered relevant for the purpose. Our response is valid until [Date in figures and words]

Yours sincerely,

(Signature)

NAME

In the Capacity of

Duly authorised to sign the response for and on behalf of [respondent's name]

Date: