



No. RCIL/WR/MUMBAI/Mktg/24-25/009/Corrigendum – II

Dated: 24.09.2024

Corrigendum – II

Sub: “Selection of Subject Matter Expert/Partner for Marketing and Sales, PMC, Execution of Civil Work etc. for Providing Services for Monetization of PCSCL City Network Infrastructure on ‘Revenue Sharing Model’”

Ref: EoI No: RCIL/WR/MUMBAI/Mktg/24-25/009 Dt: 19.09.2024

With reference to the aforementioned open EOI, amendments to the EOI conditions enclosed as Annexure – A are being issued (amended clauses/amendments only are being published with the rest of the document remaining as it is).

All other terms & conditions of tender document remains the same.

This is issued with the approval of Competent Authority.



(Viplov Nath Mishra)
Senior Deputy General Manager/Marketing
For & on behalf of RailTel Corporation of India Ltd.

DA: (i) Annexure – A (total 04 page)

रेलटेल कॉर्पोरेशन ऑफ इण्डिया लिमिटेड (भारत सरकार का एक उपक्रम, रेल मंत्रालय)

क्षेत्रीय कार्यालय : पश्चिम रेलवे माइक्रोवेव कॉम्प्लेक्स, सेनापती बापट मार्ग, महालक्ष्मी (प.), मुंबई ४०० ०१३, दूरभाष : ९१ २२ २४९२३९०७, फैक्स: ९१ २२ २४९२३९१३
पंजीकृत कार्यालय: प्लेट-ए, ६ व मंजिल, ऑफिस ब्लॉक, टावर -२, पूर्व किडवाई नगर, नयी दिल्ली. -११००२३

RailTel Corporation of India Limited. (A Government of India Undertaking, Ministry of Railways)

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Annexure - A

S. No.	Page No	Document Reference	Point No.	Existing Clause	Amendment (Changes highlighted in yellow)
1	32 & 33	Annexure VIII	NA	BOQ Format: As per EOI Special Terms: As per EOI	BOQ Format: (Revised enclosed) Special Terms: (Revised enclosed) Changes/Additions are highlighted in Yellow

BOQ Format:

Sr. No.	Item Description	Quantity	Units	Fixed Rate	Percentage (%) to be quoted by bidder
1.01	“%” of Revenue share to be given to RailTel on overall annual revenue generated in a particular Year. This share will be calculated on overall annual Revenue generated in a particular Year. However, if Overall Annual Revenue generated in a particular year is Rs. 32.4 Cr or lower then this share will not be applicable for that particular year only & same will be recovered in subsequent years whenever the total revenue exceeds Rs. 32.4 Cr.	1.000	Nos	NA	<p>To be quoted by Bidder as positive percentage only.</p> <p>A. RailTel's Revenue Percentage for Recurring Payments:</p> <div style="border: 1px solid black; padding: 5px; text-align: center;"> <Bidder to Quote percentage here> </div> <p>B. RailTel's Revenue Percentage for IRU Payments:</p> <div style="border: 1px solid black; padding: 5px; text-align: center;"> <Bidder to Quote percentage here> </div>

Special Terms:

1. The Bidder agrees to pay PCSCL annually a sum of Rs. 32.4 Cr as YMRC (Yearly Minimum Revenue Committed) upto the contract period
2. The Bidder also agrees the following percentages of Revenue to be Paid additionally to PCSCL on annual basis or as demanded by PCSCL.

Sr. No.	Scenarios for probable 10 years revenue generated (in INR Cr.)	Yearly Minimum Revenue Committed (YMRC) for 10 years i.e. Fixed share to PCSCL (in INR Cr.)	Post Negotiation, revised Yearly Additional Revenue generated (YARG) i.e. Variable share to PCSCL
1	0 < Revenue < 1000	324	21%
2	1000 <= Revenue < 1500	324	23%
3	1500 <= Revenue < 2000	324	25%
4	2000 <= Revenue < 2400	324	28%
5	2400 <= Revenue < 3000	324	30%

3. In case if the overall annual revenue generated in a particular year is minimally on a higher side compared to the YMRC in Sr No 1 of Special Terms, then the amount calculated for RailTel share as per BOQ 1.01 will be recovered partially in the same year and balance in subsequent years or as per RailTel's discretion.

4. Norms:

4.1. Any payments arising out of DOT's AGR will be completely borne by the bidder

without affecting RailTel's margins and the compulsory payments to be made to PCSCL or its authorized parties.

4.2. It may be noted that the above margins quoted in BOQ by the bidder will not include any statutory/ AGR/ Fees or any other payments arising out while executing the project.

5. The Bidder/SI has to agree for reimbursement/deduction of actual expenditure made by RailTel/Its Agency for O&M/ Setting up NOC/any other expenditure related to project as directed by PCSCL in advance even if no substantial revenue is generated.
6. Any Bidder submitting his response against the EoI is deemed to have unquestionably and without any deviations accepted the revenue shares as mentioned in Sr No 2 above
7. In case of leasing of assets for monetization on IRU basis to any customer, the payment for the same received by RailTel (in totality) will be disbursed back to the BA on yearly basis after deduction of various compulsory revenues.
8. Sample calculations in various scenarios is as mentioned below