



RAILTEL CORPORATION OF INDIA LIMITED

(A Govt. of India Undertaking)

Registered & Corporate Office:
Plate-A, 6th Floor, Office Tower-2,
NBCC Building, East Kidwai Nagar, New Delhi-110023

EXPRESSION OF INTEREST (EOI)
for

Selection of Supplier for supply and maintenance of Dark Fiber for connecting Mumbai,
Hyderabad and Chennai

EOI No: RCIL/EOI/CO/TP/2024-25/Dark fiber-MUM-HYD-CHE/03 dated 21.01.25

EOI NOTICE

RailTel Corporation of India Limited Plate-A, 6th Floor, Office Tower-2,
NBCC Building, East Kidwai Nagar, New Delhi-110023

EOI No: RCIL/EOI/CO/TP/2024-25/ Dark fiber-MUM-HYD-CHE/03
dated 21.01.25

RailTel Corporation of India Ltd., (here after referred to as RailTel) invites EOI from qualified Supplier for supply and maintenance of Dark Fiber for connecting Mumbai, Hyderabad and Chennai

The details are as under:

Last date for submission of EOI by bidders	29-01-2025 before 15:00Hrs.
Opening of bidder EOI	29-01-2025 at 15:30Hrs.
Number of copies to be submitted for scope of work	01 in Hard Copy
Place of EOI submission	RailTel Corporation of India Limited Plate-A, 6th Floor, Office Tower-2, NBCC Building, East Kidwai Nagar, New Delhi-110023

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

Contact: Himanshu Kumar
Position: General Manager/Technology Planning
Email: himanshu@railtelindia.com Telephone: +91124 2714000 Ext 2234

NOTE:

- I. All firms are required to submit hard copy of their EOI submissions, duly signed by Authorized Signatories with Company seal and stamp.

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1. Introduction

RailTel Corporation of India Limited (RailTel), a Government of India Public Sector Undertaking (PSU), invites Expressions of Interest (EOI) from qualified Supplier for providing One pair of Underground dark fiber for 15 years IRU lease for connecting Mumbai, Hyderabad and Chennai on express route along with drop at intermediary cities. The selected partners will work with RailTel for strengthening of RailTel Network. The supplier should be a domestic partner, with a preference for indigenous companies in line with the Make in India initiative.

2. Objective

The objective of this EOI is to identify potential suppliers to offer fiber connectivity diverse from RailTel existing routes and shortening the ring closure for better network uptime. Further strengthening of existing RailWire network in intermediary Tier-2 cities.

3. Scope of Work

The selected partners will be required to:

- i. Supply of dark fiber for connecting Mumbai, Hyderabad and Chennai express route upto RailTel PoPs/POI location
- ii. Supplier will extend the last mile to mutually identified RailTel sites to integrate with existing RailTel network
- iii. Offer colocation (power and space) for setting up amplifiers and junction nodes
- iv. Offer post-sales Operations and maintenance support of dark fiber and colocation for next 15 years
- v. Supply all relevant technical documentation, including KMZ, OTDR
- vi. Collaborate closely with RailTel to ensure seamless integration with the existing RailTel network.

4. Evaluation Process

The EOIs will be evaluated based on the following criteria:

- i. Supplier should have all relevant approvals/ license from Government of India to lay/lease dark fiber
- ii. Suppliers should have Right of Way in their own name or completely owned subsidiary from respective authority for laying and maintenance of fiber for 15 years.
- iii. Express route connecting Mumbai-Chennai should have round trip delay less than or equal to 20 milliseconds and Chennai-Hyderabad & Mumbai-Hyderabad should have round trip delay less than or equal to 10 milliseconds.
- iv. Offered fiber should have fiber losses:
 - Beginning of Life: 0.3 db per km
 - End of Life: 0.4 db per km
- v. Path should cover intermediary cities or nearby cities Pune and Gooty/Guntakal.

- vi. Colocation sites for amplifiers and junction nodes should not be more than 500 mtrs from the actual route
- vii. The expected handover and takeover of Fiber should be within 30 days of agreement signoff.
- viii. Evaluation of EOI will be done based on Total cost for the Mumbai, Hyderabad and Chennai express route upto RailTel PoPs/POI location as per the scope defined in EOI.

5. Service Level Agreement:

- i. Provide shall provide a DC power supply -48V to -60V at each collocated ILA/OADM sites. Power availability should be 99.99% uptime for each month.
- ii. Provider shall provide a air-conditioner service at ILA & OADM sites with telecom Industry standards. Provide shall provide a guarantee for environmental availability of 99.99%
- iii. Provider shall provide a fiber uptime $\geq 98.5\%$ OADM to OADM locations.

6. Pricing: Supplier shall provide commercial data:

- i. Fiber cost per km on IRU bases (15 years) & supplier shall also provide breakup cost for NLD, Metro & LMC routes.
- ii. ILA /OADM per rack unit (RU) cost and managed DC power (per 200w)- (Annual cost)
- iii. O&M on fiber route per km
- iv. Summary of each Dark Fiber path proposal
- v. Network uptime and MTTR
- vi. Detail of ILA & OADM locations including fiber distance between two adjacent locations of ILA/OADM.

7. Submission of EOI

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

General Manager/Technology Planning

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: himanshu@railtelindia.com

The EOI should be submitted in the prescribed format along with the necessary documents to demonstrate compliance with the eligibility criteria.

8. Deadline: 7 working days from EOI release date

FORMAT FOR LETTER OF RESPONSE

Respondent's Ref No.:

Date:

To

General Manager/Technology Planning

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 authorized 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 or one year in case the partner has an existing agreement with RailTel for fiber leasing, clearly indicating the financial turnover and net worth.
 - e) 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

6. This application is made in the full understanding that:
 - a) Information furnished in response to EOI shall be used confidentially by RailTel for the purpose of development of the project.
 - b) 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.

c) 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/One 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 fiber route (kmz), route OTDR.

8.2. Copy of existing signed agreement with RailTel, if applicable

8.3. Detailed techno-commercial proposal for items proposed in EOI, The commercial proposal should include 15 year IRU fees and annual O&M charges in the format attached as Annexure-A.

8.4. Details of Right of way for Fiber laying

8.5 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 authorized to sign the response for and on behalf of [respondent's name]

Date:

Format for Commercial Offer

SN	SOR	UOM	Qty	Unit rate (in Rs.)	Total cost (in Rs.)
1.	NLD route (IRU-15years)	KM			
2.	Metro Route (IRU-15years)	KM			
3.	Last Mile Charges (IRU-15years)	KM			
4.	Colocation for ILA (200W DC and 2RU space) for 15 years	Per location			
5	Colocation at junction point (1KW DC supply and one full rack 42 RU) for 15Years	Per location			
6.	O&M charges- NLD route	Per Km/annum			
7.	O&M Charges- Metro route	Per Km/annum			
8.	O&M charges- LMC route	Per Km/annum			
9.	Any other charges				

Note: All the prices to be quoted without GST.