



**RAILTEL CORPORATION OF INDIA LIMITED**  
(A Government of India Navaratna Public Sector Enterprise)

**Invitation For Expression of Interest (EOI) for International Business Collaboration**

**EOI No: RailTel/EOI/CO/MKTG/SB/2025-26/03 dated 01.12.2025**

## EOINOTICE

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RailTel Corporation of India Ltd., a premier ICT service provider under the Ministry of Railways, Government of India, is expanding its footprint in the global market. RailTel has successfully executed projects overseas and is presently targeting opportunities in **Africa, South America, Caribbean, South Asia, Middle East** other countries with potential business opportunities in the domain of:

- ICT & Data Centres
- Telecom & Networking
- Smart Infrastructure & e-Governance
- System Integration Solutions
- Railway Infrastructure

To strengthen participation in **International Competitive Bidding (ICB)** and to explore business opportunities abroad, RailTel seeks to collaborate with reputed **global and local companies, country representatives, associates and partners** with demonstrated presence, access and expertise in the above regions.

**RailTel invites Expressions of Interest (EOI)** from potential entities in India and abroad to showcase their **credentials, market-connect, and capabilities** for meaningful partnerships in international markets. The EOI will remain open upto 31.12.2025. On receipt of the response to this EOI, for further Selection/Empanelment/Collaboration, interaction will be done with the interested entity either through in-person discussion or through online VC.

Interested entities may send their response along with duly filled response template as attached and write to:

**Mr. Manish Gupta**  
**Joint General Manager (Strategic Business)**  
RailTel Corporation of India Ltd.  
Plate-A, 6th Floor, Office Tower-2, NBCC Building,  
East Kidwai Nagar, New Delhi-110023  
**Email: railtel\_international@railtelindia.com**

**Principal Executive Director**  
**Enterprise Business**  
**For RailTel Corporation of India Limited**

## EOI Response Template

**Joint General Manager (Strategic Business)**

RailTel Corporation of India Ltd.

Plate-A, 6th Floor, Office Tower-2, NBCC Building,

East Kidwai Nagar, New Delhi-110023

**Email: raitel\_international@railtelindia.com)**

**Subject:** Response of .....[Insert the name of firm/Individual] against RailTel's  
EOI No. **RailTel/EOI/CO/MKTG/SB/2025-26/03 dated 01.12.2025**

Dear Sir,

With reference to your Notice Inviting Expression of Interest dated [date of advertisement] published in [name of publication/website], we, [Your/Company Name], are pleased to submit our Expression of Interest for **International Business Collaboration with RailTel**. We have reviewed and fully understood the requirements of the EOI document and are confident that our firm possesses the necessary qualifications and experience to successfully undertake this association.

*Following are details which we would like to share with you as part of our response:*

**1. Organization Profile**

- Name of Organization / Individual:
- Country of Registration:
- Year of Incorporation:
- Legal Status: (Company / Partnership / Proprietorship / Individual / Representative)
- Registered Office Address:
- Website:
- Contact Person Name & Designation:
- Email & Phone Number:

**2. Area of Expertise & Core Competencies [Please attach separate sheet if required]**

- Key business domains (ICT / Data Centres / Telecom / Smart Infrastructure / e-Gov / IT Hardware, etc.):
- Brief on services/products offered:
- Notable clients / references:

3. Geographical Presence & Market Access [Please attach separate sheet if required]

- Country/region(s) where present:
- Nature of presence (office, representative, long-term partner, project experience):
- Key Government/Institutional relationships (if any):
- Access to ministries, regulators, utilities, or key business networks:

4. Experience in International Competitive Bidding (ICB) [Please attach separate sheet if required]

- ICBs participated in (project name, funding agency, scope, country, contract value):
- Partnerships with government/PSU/large integrators in the past:

5. OEM / Technology Ecosystem Connect [Please attach separate sheet if required]

- OEM/distributor relationships and level of support (MAF, certifications, authorized reseller status):

6. Proposed Areas of Collaboration with RailTel

- Types of support you can provide (bid support, local representation, customer access, supply chain, technology, post-sale support):
- Additional strengths / value proposition:

7. Compliance & Certifications (if applicable)

- ISO / ITIL / Tier Certification / OEM authorization letters / Country approvals:

8. Documents to Attach [Please attach]

- Company registration / incorporation certificate
- Brochure / capability statement
- Credentials & client references (esp. government/large ICT projects)
- Any other supporting document

Declaration

We hereby confirm that the above information is true and accurate to the best of our knowledge and we are interested in exploring collaboration with RailTel for international business opportunities.

Authorized Signatory:

Name:

Designation:

Seal & Date: