



ITI Limited
Corporate Marketing,
F-29, ITI Complex,
Doorvani Nagar,
BANGALORE – 560016
CIN No: L32202KA1950GOI000640

NOTICE INVITING EOI FOR SELECTION OF SYSTEM INTEGRATOR

Ref: Corp/MKTG/MPLS-NMS/66(14-15)

Date 06-05-2015

ITI is undertaking turnkey contracts for supply of MPLS NMS (Multi-Protocol Label Switching Network Management System) for various Government customers. Towards these business opportunities, ITI invites sealed Expressions of Interest (EOI) from eligible System Integrators (SI).

The SI should work with ITI for addressing the tender and implementing the project in the event of ITI winning the contract.

Due Date for Submission of EOI is 13-05-2015 12.30 PM

1	Technical Bid	
1(i)	Scope of Work	Supply, Installation, commissioning, training, warranty & maintenance of MPLS NMS and related activities as per customer tender requirement. Please refer note no. 12
2(i)	Eligibility Criteria of Applicants	
	a.	Experience in IT /Networking business for last 3 years (2011-12, 2012 -13, 2013-14).
	b.	Average Annual IT Turnover of Rs. 32 Cr for last 3 financial years (Separate IT turnover certificate to be produced from auditors for 2011-12, 2012 -13, 2013-14).
	c.	The bidder should have positive net worth for the last financial year (2013-14).
	d.	The bidder should have experience of having successfully completed similar works during last 7 years ending March, 2015 either of the following 3 Similar completed works costing not less than Rs. 28 Cr OR 2 Similar completed works costing not less than Rs. 35 Cr OR 1 Similar completed works costing not less than Rs. 57 Cr Similar work means “IT system integration work involving supply, installation and commissioning of hardware, software for networking project including services”

	e.	Bidder should not be a Licensed Telecom Service Provider in India
	f.	Bidder must have a valid ISO certificate
	g.	Bidder should not be blacklisted by Central Govt./ any State or UT Govt/ PSU/ organized sector in India as on submission of EOI proposal.
	h.	Undertaking to arrange to sign agreement with OEM and ITI as per customer tender requirement
2(ii)	Checklist of documents/information to be submitted:	
	a.	Company Profile
	b.	Certificate of Incorporation
	c.	Memorandum & Articles of Association
	d.	Audited financial statements for the last 3 years. (2011-12, 2012 -13, 2013-14).
	e.	Auditors IT Turnover Certificate (2011-12, 2012 -13, 2013-14).
	f.	Auditors Networth certificate (2013-14).
	g.	Supporting documents covering experience as per clause a of 2 (i) to be supported by PO Copies, Completion Certificates / Auditors Certificates
	h.	In compliance to clause d of 2(i), certificate regarding satisfactory performance of the work from customer for the project completed / for projects under implementation.
	i.	Quality certificate
	j.	Undertaking as per clause e, g & h of 2(i) in company letterhead
	k.	Sales Tax / VAT Registration Certificate
	l.	Service Tax Registration Certificate.
	m.	Copy of PAN Card
	n.	CIN (Corporate Identity Number), if applicable
	o.	Funding Plan indicating how the fund will be mobilized for the implementation of the project. (in company's letter head)
	p.	Authorization letter in the company letterhead authorizing the person signing the bid for this EOI.
	q.	Undertaking in letter head as per Annexure I
	r.	Bidders Details as per Annexure II
	s.	Clause by clause compliance of EOI terms with references to supporting documents as per Annexure III
	Financial Bid	
	a.	Consolidated Margin Offered (Scope of work is as per the customer tender) in percentage (%) on ITI billing value (Excluding Taxes) to be submitted separately in sealed cover. (Please also refer note 8 & 9 below)

Note:

1. The Technical Bid and financial bid (Indicating the Margin clearly) shall be placed in separate sealed envelopes only, super scribed with words "Technical Bid". & "Financial

Bid”. Both the sealed envelopes of technical and financial bids are to be placed in another separate sealed cover mentioning, “**EOI for Selection of System Integrator to participate in tender for Network Management System for MPLS Network** Ref: Corp/MKTG/MPLS-NMS/66(14-15) Date 06-05-2015 DON’T OPEN BEFORE 1.00 PM on **13-05-2015**” and to be submitted to Chief Manager – IT Marketing, IS & IT Dept, F-29, NSU Complex, ITI Limited, Doorvani Nagar, BANGALORE – 560016.

2. The BID will be rejected, if the margin is not offered and offered margin is not mentioned in a separate sealed cover.
3. Technical bids will be opened at 1.00 PM on **13-05-2015**
4. Financial Bid opening will be done after the evaluation of Technical bid (Only for technically qualified bidders).
5. Bid should be valid for a period of 210 days from the date of opening of EOI response.
6. Conditional offers are liable for rejection.
7. The Bidders should give Clause by clause compliance (as per annexure III) of EOI with references to supporting documents; otherwise the offers are liable for rejection.
8. Payment to the successful bidder shall be made after deducting the offered margin and the statutory taxes payable to the Govt (Penalties if any levied by the customer will be passed on to the Successful bidder), only after the receipt of payment from the customer.
9. Margin offered should be firm throughout the contract irrespective of reason, what so ever, including the exchange rate fluctuation.
10. The vendor to indemnify ITI from any claims / penalties / statutory charges, liquidated damages, with legal expenses etc as charged by the customer.
11. System Integrators should be in a position to bring reputed OEMs who meet the tender eligibility conditions.
12. The interested SIs may like to discuss the customer tender related information, EOI Bidding Conditions, Bidding Process and clarifications, if any with the Chief Manager – IT Marketing. For complete tender document, interested bidders may procure the tender document from customer by signing a Non-Disclosure Agreement (NDA) with the customer.
13. In the event that ITI is required to provide demonstration or working of the product to their buyers, the same shall be arranged by the system integrator at latter’s cost and expenditure.
14. **Cost of EOI:** The bidder shall bear all costs associated with the preparation and submission of his offer against this EOI, including cost of presentation for the purposes of clarification of

the offer, if so desired by ITI. ITI will, in no case be responsible or liable for those costs, regardless of the conduct or outcome of the EOI process.

15. **Amendment of EOI:** At any time prior to the last date for receipt of offers, ITI, may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective bidder, modify the EOI document by an amendment. In order to provide prospective bidder reasonable time in which to take the amendment into account in preparing their offers, ITI may, at their discretion, extend the last date for the receipt of offers and/or make other changes in the requirements set out in the Invitation for EOI.
16. **Disclaimer:** ITI and/or its officers, employees disclaim all liability from any loss or damage, whether foreseeable or not, suffered by any person acting on or refraining from acting because of any information including statements, information, forecasts, estimates or projections contained in this document or conduct ancillary to it whether or not the loss or damage arises in connection with any omission, negligence, default, lack of care or misrepresentation on the part of ITI and/or any of its officers, employees.
17. ITI will not consider any or all of the bids if they are not meeting EOI requirements. However clarification in this regard, if required, will be given.

The interested SIs may like to discuss the customer tender related information, EOI Bidding Conditions, Bidding Process and clarifications, if any with the Chief Manager – IT Marketing.

The EOI may be sent in a sealed cover marked **“EOI for Selection of System Integrator to participate in tender for supply of Network Management System for MPLS Network Ref: Corp/MKTG/MPLS-NMS/66(14-15) Date 06-05-2015” DON’T OPEN BEFORE 1.00 PM on 13-05-2015 ”** so as to reach the following address on or before **12.30 PM on 13-05-2015**.

Chief Manager – IT Marketing,
IS&IT Dept,
Corporate Marketing,
F-29, ITI Complex,
ITI Limited
Doorvani Nagar,
BANGALORE – 560016
Phone: 080 – 25660512, 25660526
Fax: 080 – 25667205
Mail: ujp_crp@itilttd.co.in
Website: www.itilttd-india.com

Undertakings (To be in Bidder's Letter Head)

M/s..... do here by undertake the following:

1. are not blacklisted by Central Govt./ any State or UT Govt/ PSU/ organized sector in India
2. to work with ITI as per this EOI and Customer Tender terms and conditions(Customer Tender for.....and Ref No..... and its corrigendum issued if any). Also we agree to implement the project (scope of work as per Tender terms and conditions including investment) covering Warranty & post-warranty services, maintenance etc, in the event of ITI winning the contract on back-to- back basis.
3. to submit tender fee, EMD (while submitting the bid to the customer) of Rs. towards bid security (Bank Guarantee/Demand Draft from any Nationalized Bank.) & Performance Bank Guarantee (.....% of contract value) to customer/ITI (as decided by ITI) as per Customer Tender terms & conditions. Where ITI is exempted from providing EMD & PBG or allowed to submit Corporate Guarantee in place of Bank Guarantee to customer, bidder has to provide EMD (while submitting the bid to the customer) & PBG as per customer tender terms to ITI.
4. that we will be equipped with the required manpower with qualifications, certifications and experience as mentioned in the customer tender.
5. to get required certificate & support (warranty & post-warranty/maintenance) in the name of ITI from the OEM as per customer tender requirement.
6. to obtain relevant statutory licenses for operational activities.
7. to sign MoU/Teaming Agreement ,Integrity Pact with ITI for addressing the customer tender as per customer's tender terms and conditions.
8. to indemnify ITI from any claims / penalties / statutory charges, liquidated damages, with legal expenses etc as charged by the customer.
9. that OEMs who meet the eligibility and other conditions as per customer tender requirement, will be finalized by us in consultation with ITI Limited and produce the required eligibility documents and other related documents of the OEM for customer bid submission. (It may be noted that in this customer tender, the main OEM (MPLS NMS) can support only one bidder)
10. hereby agree to take the responsibilities covered in the agreement (on back-to-back basis) to be signed between ITI & OEM as per customer tender conditions
11. to provide Bank Guarantee (110% of value for the period till the advance is settled) for getting the Advance payment if any, back-to-back.

12. to supply equipments/components which are brand new, first hand and contain no previously used, recycled or refurbished components.
13. Not to partner with any other organization for addressing this tender.

Bidders Profile

1.	Name and address of the company			
2.	Customer Tender Name			
3.	Customer Tender Reference			
4.	Contact Details of the Bidder (Contact person name with designation, Telephone Number, FAX, E- mail and Web site)			
5.	Area of business			
6.	Annual Turnover for 3 financial years (Rs in Cr)	2011-12	2012-13	2013-14
7.	IT Turnover for 3 financial years (Rs in Cr)	2011-12	2012-13	2013-14
8.	Date of Incorporation			
9.	Sales Tax /VAT Registration number			
10.	Service tax Registration number			
11.	PAN Number			
12.	CIN Number, if applicable			
13.	Number of technical manpower in company's rolls			

Compliance Statement

S.No	Clause No.	Clause	Compliance (Complied/ Not Complied)	Remarks with Documentary Reference
1.				
2.				
3.				
4.				
5.				