



**टेलीकम्युनिकेशन्स कंसलटेंट्स इंडिया लिमिटेड**  
( भारत सरकार का उद्यम )  
**Telecommunications Consultants India Limited**  
(A Government of India Enterprise)



**प्रभाग  
DIVISION**

**टी. सी. आई. एल. भवन, ग्रेटर कैलाश-I  
नई दिल्ली-110048**

**TCIL Bhawan, Greater Kailash-I,  
New Delhi-110048**

**CIN : U74999DL1978GOI008911**

**Date: 13/11/2024**

**No. : TCIL/13/2024-25/ICT Project/CCTV\_IOCL/SOUL/6**

To,  
Sustainable Outreach and Universal Leadership Ltd  
CAMPUS NO.2,PLOT NO.384/2165,383  
CHANDAKAINDUSTRIAL ESTATE, PATIA  
BHUBANESWAR ODISHA  
INDIA

**Kind Attention:- Sh Satya Mahapatra, Chief Business Officer**

Mob: 9448225525, Email:satya.mahapatra@soulunileaders.com

**Subject: Banning from participation in the future/new works/tenders of TCIL due to delay, Non-Performance, failure to meet the milestone / committed targets etc. project "Design, Supply, Installation, Testing and commissioning of IP based CCTV Surveillance System (LOT-2) at Vizag Terminal, Vizag AFS and Kakinada**

**Ref:**

- Letter of Intent (LOI) no. TCIL/ITCS/IOCL/TAPSO/2024-LOI dated 11 Jan 2024 issued to M/s SOUL
- Client's Tender No. SRCC/PT/036/TAPSO/2023-2024 and NAME OF WORK: Design, supply, installation, testing and Commissioning of IP Based CCTV Surveillance System along with associated works at our operating locations, AFS And LPG plants under Telangana and Andhra Pradesh state office.
- Customer Purchase Order no. IOCL TAPSO 29549874 dated 08/01/2024
- TCIL Purchase Order no IOCL TAPSO dated 24/04/2024& PO amendment on 24/05/2024
- MOM for the KOM dated. 05.01.2024 at Hyderabad office
- VC along with IOCL dated 23.04.24, 29.04.24, 10.05.24
- Email dated 29.04.24, (8,14,16)May,(6,10,12,24,25) June, (1,4,12,19,25) July, (1-5,7-10,13)Aug
- TCIL/13/2024-25/ICT Project/CCTV\_IOCL/SOUL/1 dated 15/05/2024 (Warning)
- TCIL/13/2024-25/ICT Project/CCTV\_IOCL/SOUL/2 dated 29/05/2024 (Show-cause)
- TCIL/13/2024-25/ICT Project/CCTV\_IOCL/SOUL/7 dated 16/07/2024 (Show-cause)
- TCIL/13/2024-25/ICT Project/CCTV\_IOCL/SOUL/4 dated 13/08/2024 (Show-cause)
- TCIL/13/2024-25/ICT Project/CCTV\_IOCL/SOUL/5 dated 13/09/2024 (reminder letter)
- MOM of TCIL and SOUL meeting in TCIL HQ dated 24/06/2024
- Project review on video conference and MOM email dt (5,9,12,16,19,29) July & 3<sup>rd</sup> Aug 2024
- Reminder sent via mail dt. 27,28 Aug & 4<sup>th</sup> Sep 2024 for required reply to 3<sup>rd</sup> Show cause notice
- Physical meeting with CGM(IT&T-Biz1) om 23<sup>rd</sup> Sep 2024
- VC with D(F), D(T), ED(Digital Transformation), CGM(IT&T-Biz1) on 24<sup>th</sup> Oct



*Km*

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हम पढ़ें सभी भाषाओं को, अपनी हिंदी का मान करें, सम्मान बढ़ाएं भारत का, आओ हिंदी में काम करें।



This is in continuation to various show cause notice/non-performance referred herein above at S.no. ix, x and xi above for Design, Supply, Installation, Testing and commissioning of IP based CCTV Surveillance System (LOT-2) at Vizag Terminal, Vizag AFS and Kakinada.

Whereas slippages w.r.t milestones in the TAPSO IOCL CCTV project was recorded vide various TCIL's e-mails and letters issued and cited from time to time. M/s SOUL has failed to adhere to not only the project timelines mentioned in the tender but also failed to adhere to their own submitted timelines i.e. 31/08/2024, 30/09/2024 and 31/10/2024 for TAPSO IOCL CCTV project. Hence, M/s SOUL have failed to supply the material and service at three IOCL sites as per the PO terms and conditions. Status of Material delivered on site as per attached **Annex "A"** and work done on site as per attached **Annex. "B"**.

M/s SOUL has still not issued purchased order for UPS for Kakinada, Layer 3 switch of all sites, video wall & Controller of all sites. Additionally, Rostec, earthing material and work station have not been dispatched by OEM due to non- payment by M/s SOUL.

Because of the above default of M/s SOUL, the project is being heavily delayed which is being monitored by Ministry of Petroleum and Natural Gas (MOPNG).

M/s SOUL contentions for the delay in executing the projects due to various issues have been looked into and found not tenable. Further, it is observed that TCIL has not been able to achieve its task within the timelines mainly due to the deployment of inadequate resources and poor project planning by M/s SOUL and no supply of required material at site. As a result, TCIL could not meet any of its targets committed during the period repeatedly.

TCIL has been receiving embarrassing letters from its clients because of M/s SOUL's failure as system integrator to adhere to timelines and coming out each time with unfounded reasons to cover up the total inability on M/s SOUL's part.

Keeping in view M/s SOUL's poor track record in execution of this project, repeated failure to meet project deadlines, failure to take effective steps to adhere to current project deadlines, inability to mobilize the additional resources to meet the set targets, and poor planning and management of available resources under M/s SOUL's disposal, it will be prejudicial to TCIL business interest to award M/s SOUL any work in future.

1. Hence, TCIL hereby ban M/s SOUL for participating any further EOI/Tender/NIT and awarding any work in future for next 2 years from the date of issue of this letter. M/s SOUL will continue running projects.
2. M/s SOUL are hereby warned that if M/s SOUL fail to improve its performance and execute the project in-time, TCIL shall be constrained to cancel the work order (Work Order no. IOCL TAPSO) in M/s SOUL's favour and the get the work done at M/s SOUL's risk and cost and forfeit its PBG without any further notice.
3. You are hereby directed to submit, within 3 days, weekly delivery/ execution schedule. The project performance henceforth shall be monitored on daily basis.
4. The name of M/s SOUL will be removed from the list of empanelled vendors for the duration of blacklisting period.

This letter is without prejudice to any rights of TCIL which may be available to it under the terms of the said purchase orders.



(Kapil Kumar)  
GM (IT&T1)

13/11/2024



## Annex. "A"

## Material Delivery status on site as on 8th Nov 2024

Sr No	Item Description	Kakinada	Vizag termi	Vizag AFS
1	Camera - HD IP Fixed Dome	Not Delivered	Not Delivered	Not Delivered
2	Camera - HD IP PTZ (2MP)	Delivered	Delivered	Not Delivered
3	IP FIXED BULLET CAMERAS (8MP – 4K RESOLUTION) WITH MOTORISED ZOOM	Delivered	Delivered	Not Delivered
4	IP FIXED BOX CAMERAS (8MP – 4K RESOLUTION)	Delivered	Delivered	Not Delivered
5	Camera - Integral Explosion Proof HD IP	Not Delivered	Not Delivered	Not Delivered
6	Switch - 4 port Industrial grade layer2	Delivered	Delivered	Delivered
7	CCTV Poles - All Sizes	Delivered	Delivered	Delivered
8	CCTV Server (s) - Rack mounted	Not Delivered	Delivered	Not Delivered
9	Network Attached Storage (NAS) - TB	Not Delivered	Not Delivered	Not Delivered
10	CCTV client work station with min 27" LED	Not Delivered	Not Delivered	Not Delivered
11	Video wall for LIC Cabin, Security Cabin & Control Room	Not Delivered	Not Delivered	Not Delivered
12	Switch - Layer 3 Managed Gigabit Ethernet	Not Delivered	Not Delivered	Not Delivered
13	Rack for CCTV Server	Delivered	Delivered	Delivered
14	UPS - 6 KVA Parallel redundant	Not Delivered	Not Delivered	Not Delivered
15	Flood Light 350 W LED	Delivered	Delivered	Delivered
16	Type 1 SPD - For Earth pit	Delivered	Delivered	Delivered
17	Earthing - CPRI approved Maintenance Free	Not Delivered	Not Delivered	Not Delivered
18	Power Cabels	Delivered	Delivered	Delivered
19	CAT 6 Cabels	Not Delivered	Not Delivered	Not Delivered
20	1C x 6 Sq. mm Flexible copper Green Wire	Delivered	Delivered	Delivered
21	Cable tray 50 mm	Delivered	Not Delivered	Not Delivered
22	Junction Box - All Sizes	Not Delivered	Not Delivered	Not Delivered
23	GI earth strip ( 50 X 6)	Delivered	Not Delivered	Not Delivered
24	HDPE pipe - 50 mm/ 2.5 mm thick	Not Delivered	Not Delivered	Not Delivered
25	Structural steel (MS)for erection of cable trays	Not Delivered	Not Delivered	Not Delivered
26	MCT Block	Not Delivered	Not Delivered	Not Delivered





## Annex. B

## Work done status on site as on 8th Nov 2024

Work Description		Unit	Vizag Terminal			Kakinada Terminal			Vizag AFS		
			BOQ	Comp.	% Of comp.	BOQ	Comp.	% Of comp.	BOQ	Comp.	% Of comp.
Pole, Camera & LED works	Digging for pole foundation	U	43	18	42%	45	40	89%	6	2	33%
	Fixing of iron bars & shuttering	U	43	16	37%	45	39	87%	6	0	0%
	Concreting & making foundation ready	U	43	16	37%	45	39	87%	6	0	0%
	Erection of pole (10m) with Cantilever	U	12	0	0%	14	0	0%	2	0	0%
	Erection of pole (8m) with Cantilever	U	26	0	0%	20	0	0%	2	0	0%
	Erection of pole (6m) with Cantilever	U	5	0	0%	11	0	0%	2	0	0%
	LED Lights	U	30	0	0%	28	0	0%	4	0	0%
	Camera	U	74	0	0%	71	0	0%	19	0	0%
Cable Tray & HDPE works	Digging for Angle foundation	U	2325	520	22%	1810	966	53%	265	0	0%
	Concreting & erecting angle	U	2325	0	0%	1810	587	32%	265	0	0%
	Installation of Cable Tray	M	4650	0	0%	3620	0	0%	530	0	0%
	Installation of HDPE Pipe	M	1000	0	0%	1000	0	0%	200	0	0%
Cable work & earthing	OFC Laying	M	5300	0	0%	4540	0	0%	300	0	0%
	Power cable laying	M	10395	0	0%	5770	0	0%	400	0	0%
	Cat6 Cable laying	M	1830	0	0%	1220	0	0%	305	0	0%
	Cat-6 Patch	U	47	0	0%	36	0	0%	22	0	0%
	L2 Switch	U	32	0	0%	32	0	0%	9	0	0%
	Explosion proof box	U	25	0	0%	27	0	0%	8	0	0%
	Junction box										
	12 ways JB	U	6	0	0%	7	0	0%	0	0	0%
	8 ways JB	U	10	0	0%	10	0	0%	3	0	0%
	6 ways JB	U	1	0	0%	1	0	0%	1	0	0%
	4 ways JB	U	8	0	0%	9	0	0%	4	0	0%
	Flexible copper green wire	M	4570	0	0%	3255	0	0%	250	0	0%
	GI Strip installation	M	3545	0	0%	2355	0	0%	220	0	0%
	Earthing pits	U	6	0	0%	6	0	0%	2	0	0%
IT works	Installation of Rack 42U	U	2	0	0%	2	0	0%	1	0	0%
	Installation of Rack 19U	U	2	0	0%	2	0	0%	2	0	0%
	Installation of Server	U	4	0	0%	4	0	0%	4	0	0%
	Installation of Storage	TB	300	0	0%	256	0	0%	64	0	0%
	Installation of Work station	U	3	0	0%	3	0	0%	3	0	0%
	Installation of L3 Switch	U	2	0	0%	2	0	0%	2	0	0%
	Installation of Video wall	U	9	0	0%	8	0	0%	3	0	0%
	Software for VMS	Cam	125	0	0%	125	0	0%	125	0	0%
	Software for Analytics	Cam	90	0	0%	90	0	0%	23	0	0%
	UPS	U	1	0	0%	1	0	0%			
	MCT Block	U	3	0	0%	3	0	0%	3	0	0%



*Handwritten signature*