

Date: 04/02/2012

ELECTRONICS CORPORATION OF INDIA LIMITED



(A Govt. of India Enterprise)

EXPRESSION OF INTEREST

EOI NO. EC-TCD-EOI/Eqp Dated 04/02/2012

EOI FOR BUSINESS ASSOCIATES

TELECOM DIVISION, IT&TG
ELECTRONICS CORPORATION OF INDIA LIMITED
ECIL POST, HYDERABAD-500 062

EOI FOR BUSINESS ASSOCIATES

EOI NO. EC-TCD-EOI/Eqp Dated 04/02/2012

NOTICE INVITING EXPRESSION OF INTEREST

Sealed tenders are invited from interested Parties on behalf of Telecom Division, IT&TG, Electronics Corporation of India Limited for Business Associates to promote indigenously developed Product- *Secure Voice, Data and Fax Communication System* in Defence, MHA, Paramilitary Forces & other Central/ State Government Organisations. Indian companies who are having requisite strength to promote the Products can apply. The companies can send their profile and their capabilities and their interested Region/ Zone / Sector for promoting the Products

EOI submission : up to 14:00 hrs of 28.02.2012

Earnest Money Deposit : Rupees Two Lakhs in the form of Crossed Demand Draft from any Nationalised Bank

Non-Disclosure Agreement: The Parties shall sign a NDA before seeking the technical details from ECIL

EOI document is available at www.ecil.co.in & www.tenders.gov.in

Senior DGM (Projects),
TCD, IT&TG

Electronics Corporation of India Limited
Tel no. 040-27182404; fax no. 040-27123778

EXPRESSION OF INTEREST

I. Eligibility Criteria:

1. The Party shall be a reputed Firm/Contractor who is suppliers of equipments to MOD, MHA, other Central Government Departments / State Governments/ PSUs during last 5 years can only submit their EOI. Details/ certificates of such experience shall be submitted by the Bidder with their bid.
2. The bidder shall have a minimum annual turnover of Rs. 10 Crores during last two financial years in doing business with the above clients.
3. The intending Parties shall submit copies of the following certificates with their EOI:
 - A. Company Registration certificate
 - B. PAN Card
 - C. Annual Financial Statements certified by a Chartered Accountant for last Two years
 - D. VAT, CST & Service Tax Registration Certificate.
 - E. Experience certificate/ Purchase orders in support of their experience.
4. The bidder shall have offices in Delhi and at some of the important places across the country. The details of offices and service network across the country shall be enclosed.
5. Contact Telephone/ Mobile no. / Fax no./ e-mail address etc. shall be provided along with the EOI.

II. SCOPE OF WORK:

1. After being appointed as Distributor, the Bidder shall undertake Marketing and sales activities by themselves. Further, the Bidders shall also undertake all the after sales services, for the orders booked by them, like training, installation commissioning, retrofitting, warranty maintenance and Post warranty maintenance in the Sales Territory approved by ECIL.
2. The bidders shall quote Charges as a percentage of Transfer prices of ECIL including ED, Service tax and CST/VAT for the above mentioned activities under item-1. Payments to ECIL shall be through irrevocable letter of Credit.

3. In case ECIL gets orders directly from any of the Customers based on the Customer decisions, ECIL likes to utilize the services of the Bidder for after sales services covering training, installation commissioning, retrofitting, warranty maintenance and Post warranty maintenance activities.
4. The bidders shall quote Charges as a percentage of Transfer prices of ECIL including ED, Service tax and CST/VAT for the above mentioned activities under item-3. The charges shall be paid to the Bidder only after receipt of respective payments from the Customer.

III. TERMS AND CONDITIONS:

1. The EOI shall contain the reference no. mentioned in this Document.
2. The EOI shall be addressed to the senior Sr.DGM (Projects), TCD, IT&TG, Electronics Corporation of India Limited, ECIL Post, Hyderabad- 500062.
3. The Party shall deposit Earnest Money Deposit (EMD) for a value of Rupees Two Lakhs in the form of Crossed Demand Draft on the name of Electronics Corporation of India Limited, Hyderabad - 500062 payable at Hyderabad from any Nationalized Bank.
4. The EMD of unsuccessful EOI Party shall be returned within 30 days of finalization of EOI process. The EMD of the successful EOI Party shall be returned after submission of Security Deposit of Rupees Ten lakhs before signing the Agreement.
5. The EOI shall be kept in a sealed cover, should be superscribed as "EOI FOR BUSINESS ASSOCIATES & EOI NO. EC-TCD-EOI/Eqp Dated 04/02/2012
6. All the statutory taxes /duties as per rules shall be deducted from the amounts payable.
7. Required training shall be imparted by ECIL to the selected bidder as per mutually agreeable schedules.
8. The detailed terms and conditions and other terms of Agreement shall be finalized with the selected Business Associate for a particular Area/ Region/ Sector/ Market Segment etc.
9. ECIL shall have the right to cancel the above process and take further necessary action as deemed fit.

10. EOIs can be rejected without assigning any reason.

11. The EOI can be cancelled and refloated without assigning any reason.

**Signature of the Tenderer
with seal.**