

**ELECTRONICS CORPORATION OF INDIA LIMITED  
TELECOM DIVISION, IT&TG  
HYDERABAD-500062, INDIA**

**Request for Expression of Interest (EOI)  
For Development Associate.**

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REF: ECIL/TCD/Mobile

DATED: 18-03-2016

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**1. PREAMBLE:**

Electronics Corporation of India Limited, A Public Sector Undertaking (PSU), fully owned by Government of India, has been established in 1967 to create a strong indigenous base in Electronics Industry. Since then, it has played a pioneering role in spurring the growth of electronics industry in India. Over the years, ECIL has evolved into a multi product, multi disciplinary organization. The current focus is on increasing contributions to Atomic Energy, Space, IT, Defense Space, Electronic Security Applications, Communications & Networks, e-Governance Applications and Exports. The Company has an experienced human resource pool of around 2500 Engineers / Technicians and the current turnover is around Rs.1320 Crores.

ECIL is an Electronics Equipment Manufacturer and also a solution provider for a number of prestigious projects of various Government departments. ECIL is having its Head Office & manufacturing plant at Hyderabad with 6 Regional Maintenance Centers and 84 Service Centers all over the Country for supply, Installation, Commissioning and Maintenance.

**2. PROPOSAL FOR DEVELOPMENT OF ENTERPRISE MOBILE HANDSET:**

ECIL is intending to receive Proposal from **Vendor** (Indigenous Development House) for associating with the Development of Enterprise Mobile Handset to work on 3G/4G/LTE GSM Network. The **Vendor** should have experience in engineering similar products. Documentary evidence to this effect shall be submitted along the proposal.

**3. NON DISCLOSURE AGREEMENT (NDA):**

NDA is enclosed and is to be signed for receiving this Technical Specifications for submitting the proposal.

**4. SCOPE OF WORK:**

1. Complete design, develop, Sourcing of components, manufacturing of device, testing, supply of 50 Mobile Handsets along with required certification has to be done by the vendor as per the specification enclosed at **Annexure-1**
2. Should provide provision to connect/ mount Crypto module developed by ECIL to the main processor on an appropriate interface and protocol in consultation with ECIL by the vendor
3. Interfaces should be provided in the software for ECIL for customization.
4. The necessary tooling required (Design/ Die making) for manufacture the above device is in the scope of the vendor.

5. Any plastic components that are required to be moulded for the device is to be done by the vendor only.
6. Accessories mentioned in the technical specification are to be provided by the vendor only.
7. Logo printing or embossing or hot-stamping for the device is to be done by the vendor only.
8. Necessary Packaging required for the delivery of the device is to be done by the vendor only.

## **5. ELIGIBILITY CRITERIA:**

**5.1. General Eligibility Criteria:** - The bidder should be an Indian Registered firm, or a Company incorporated **under** the companies Act 1956.

5.1.1 Company Secretary (CS) or Chartered Accountant (CA) certified following documents to be submitted along with the proposal:-

- (a) Certificate of Incorporation
- (b) Partnership Deed/Articles and Memorandum of Association.
- (c) Annual Report for the last three financial years ending 31.03.2015.as certified by auditors.

5.1.2 The Vendor should provide copy of Permanent Account Number.

5.1.3 **Vendor** should have valid excise, permanent sales tax and service tax registration number as applicable.

5.1.4 Vendor should not have been blacklisted in India by any Government Department/ Government PSU in the last three years.

## **5.2 Technical Eligibility Criteria.**

**5.2.1 Enterprise grade Device** – Supplier / Vendor must have supplied enterprise grade mobile devices in the past 3 years.

**5.2.2 Enterprise Solution** – Supplier / Vendor must have credentials of developing enterprise mobility solutions in the past 3 years ending 31.03.2015.

**5.2.3 Design and Manufacturing** – Supplier / Vendor must have designed and manufactured mobile devices in the past 3 years in India.

**5.2.4 Licensing** - Supplier/Vendor should have a license to serve the devices in India.

**5.2.5 Manufacturability** – Supplier / Vendor should be flexible to design the board and manufacture at ECIL and training ECIL SMT teams in manufacturing the devices.

**5.2.6 Parts and Components** – Supplier / Vendor should be able to source all components for India and should provide all parts specifications.

**5.2.7 Process Certification:** The Vendor should have ISO 9001:2008 certification.

## **5.3 Experience Eligibility Criteria**

5.3.1 The bidders shall submit necessary documentary proof showing that they meet the eligibility criteria along with their response to EOI. All documents submitted will also be self attested by the bidder, except profit/ loss A/C which should be certified by CA.

## **5.4 COMPLIANCE:**

5.4.1 The Vendor should give compliance to Technical specifications provide along with the document line by line.

## **6. DELIVERABLES:**

The Vendor shall comply to adhere with deliverables along with their relevant documentation after submitting duly signed NDA. The Vendor would have to submit the following:

6.1 Compliance statement for all the technical specifications

- 6.2 Compliance statement for all the relevant commercial conditions
- 6.3 Compliance statement for all the terms of this RFP.
- 6.4 Company profile and Eligibility certificates for the above Eligibility criteria.
- 6.5 ISO certificate.
- 6.6 No Chinese Interfaces/ Components to be used in the device.

## **7. INTELLECTUAL PROPERTY RIGHTS (IPR)**

All the IP rights of the Product developed under this Agreement by the Bidder for ECIL shall be the sole property of ECIL. The Bidder shall assign all its rights to ECIL for such designs and products and ECIL shall only has the right to assign its rights to any third party without any extra payment to the Bidder.

## **8. Transfer of Technology (TOT):**

The bidder after supplying the proto type quantity to ECIL, shall provide all the required documents for Transfer of Technology (TOT), along with Hardware, Software, Firmware with all sources / object code and comprehensive manufacturing documentation and complete documents for any special Test Jigs/ fixers, Dies if any for manufacturing and testing by ECIL.

## **9. CONTACT ADDRESS:**

Interested Parties would be required to **submit their proposals** to the following address latest by **8<sup>th</sup> April 2016**.

**Senior Deputy General Manager (Purchase)**  
**Telecom Division,**  
**Electronics Corporation Of India Limited.**  
**Phone: 91-40-2718 6261 or 91-40-2718 2415.**  
**FAX: 91-40-27123778 or 91-40-27121897.**  
**Email: cmgpur@ecil.co.in**

- 10.** The EOI is being issued with no financial commitment and the buyer reserves the right to change or vary any part thereof at any stage. Buyer also reserves the right to withdraw the EOI, should it become necessary at any stage.

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