



ELECTRONICS CORPORATION OF INDIA LIMITED, HYDERABAD  
INSTRUMENTS & security SYSTEMS GROUP

RFP No. EC:ISG:SSPD:EOI:01:

November 5th, 2015

**Expression of Interest (EOI)**

ECIL invites EOI bids for empanelment of vendors/ system Integrators from the eligible parties for pre tender alliances and execution of Security Projects. For details please visit our web site [www.ecil.co.in](http://www.ecil.co.in).

Sr.DGM (Materials), ISG, ECIL, Hyderabad

## **EXPRESSION OF INTEREST (EOI)**

### **1. Introduction**

- 1.1. Electronics Corporation of India Ltd, a leading Public Sector Company with Head Office at Hyderabad and Branch Offices at major metropolitan cities, is engaged in design, development, manufacture, supply, installation, commissioning and maintenance of state-of-the-art technology based solutions to core industrial, government and strategic sectors.
- 1.2. ECIL is a leading provider of Integrated Security Solutions to vital installations around the country and is planning to expand this business segment through empanelment of reputed Systems Integrators to ensure higher market share.
- 1.3. ECIL invites EOI from bonafide, competent, financially resourceful, reputed and experienced parties for Supply, Installation, Testing, Commissioning and Maintenance of Integrated Security Systems in the country as its partners.
- 1.4. Late responses will be rejected summarily.
- 1.5. Eligibility Criteria:** The Bidder should qualify as per the following eligibility criteria.

S.No.	Description	Compliance Yes/No	Remarks
1	Should be an Indian company, registered under Indian company's Act.  <b>Should provide copy of valid registration certificate.</b>		
2	Bidders should have been in Security Business for the last five years preceding March 2015.  <b>PO copies to be provided to substantiate the above.</b>		

3	<p>Bidding company should have been in profits and should have a minimum average turnover of Rs. 20 Crores during the last 3 years ending March 2015.</p> <p><b>Should provide audited Balance Sheets and Profit &amp; Loss statements for the last three years, ending March 2015.</b></p>		
4	<p>Bidder should have installed at least one Integrated Security System Project at Defence/ECIL Site of value Rs. 26.00 Crores.</p> <p style="text-align: center;"><b>OR</b></p> <p>Bidder should have installed at least Two Integrated Security System Project at Defence/ECIL Site of value Rs. 20.00 Crores.</p> <p style="text-align: center;"><b>OR</b></p> <p>Bidder should have installed at least Three Integrated Security System Project at Defence/ECIL Site of value Rs. 14.00 Crores</p> <p>Integrated Security System must Include CCTV System, Bollards, Boom Barrier, Road Blocker, Biometric Readers and Controllers, DFMD, HHMD, Baggage X-ray, UVSS, Explosive Detector, Integrated Buried Cable/ Electric Fence etc in each P.O.</p> <p><b>Reference to each of such projects executed should be furnished along with the information:</b></p>		
5	<p>Bidder should submit valid documentary proof of:</p> <p><b>Sales Tax/VAT Registration, PAN, IT returns for the preceding three years ending March 2015.</b></p>		



6	<p>Organizations debarred or blacklisted by any of the State Governments or Central Government or State and Central PSUs will not be allowed to participate.</p> <p><b>Bidder should furnish notarized affidavit that 'they are not debarred, black listed by any of the State Governments, Central Govt. or State/Central PSUs' and that the information/documents furnished are true. If any information/document furnished is found to be false, our EOI bid may be rejected'.</b></p>		
7	<p>Should have minimum 15 technical trained manpower:</p> <p>4 Graduate Engineers, 6 Diploma engineers and 5 ITI Technicians.</p> <p><b>Bidder should furnish the Names, Qualifications and no. of years and nature of experience of the manpower, tenure in the present organization in present position.</b></p>		
8	<p>Should be willing to work on work sharing basis with upfront investment and should be prepared to sign an MOU with ECIL.</p>		
9	<p>Should be willing to work in Domestic and International markets (Including Afghanistan).</p>		
10	<p>Bidder should have successfully executed Single AMC of minimum value Rs 1 crore for 3 years in Integrated Security System on Govt/PSU/Defence/ECIL Site.</p> <p><b>Bidder should provide the copies of the order.</b></p>		
11	<p>Should submit Solvency certificate issued by any Scheduled Bank</p>		

12	Should confirm acceptance of work share criteria specified here under as per 1.6.		
13	Should treat the content of this document as confidential. Bidder should agree to furnish Non-Disclosure Agreement as specified here under.		
14	Bidder should note and accept that ECIL reserves the right to accept or reject the EOI of any of the participants without assigning any reasons. The decision of ECIL is final and binding on the participants.		
15	<p>Preference would be given to those bidder/s who have worked with ECIL in past for execution of similar Integrated Security System Project.</p> <p><b>Bidder should provide the copies of the order.</b></p>		

#### 1.5.1 Past Experience:

**A. Bidder should have valid past experience with Defence/ECIL for minimum 2 years supported with Supply Order Copies and Successful Completion Certificate for Pedestrian Access Control System to include:**

S.No.	Product	Compliance Yes/No
1	Explosive Detector	
2	Smart Card cum Biometric Reader	
3	Door Frame Metal Detectors (DFMD)	
4	Hand Held Metal Detectors (HHMD)	
5	Baggage X-Ray	

**B. Bidder should have valid past experience with Defence/ECIL for minimum 2 years supported with Supply Order Copies and Successful Completion Certificate for Vehicle Access Control System to include:**

1	Boom Barrier	
2	Road Blocker	
3	Bollard	
4	Under Vehicle Surveillance System	



	(UVSS)	
5	Bullet Proof Sliding Gate	
6	Bullet Proof Porta Cabin	
7	RFID Tags and Long Range Readers	
<b>C. Bidder should have valid past experience with Defence/ECIL for minimum 2 years supported with Supply Order Copies and Successful Completion Certificate for CCTV Surveillance System to include:</b>		
1	IP Cameras	
2	Video Management Software	
<b>D. Bidder should have valid past experience with Defence/ECIL for minimum 2 years supported with Supply Order Copies and Successful Completion Certificate for providing Network Backbone and Redundant Controller System to include:</b>		
1	Edge Switches	
2	Core Switches	
3	Redundant Controllers with software for:	
	i. Pedestrian Access Control	
	ii. Vehicle Access Control	
	iii. CCTV Surveillance System	

#### 1.6. Work sharing criteria:

- 1.6.1 ECIL & BUSINESS PARTNER will jointly conduct the Site survey. Assess and finalize the customer requirements. ECIL will front end these projects and submit the bids against the customer requirements/ tenders/ enquires.
- 1.6.2 ECIL shall carryout design and consultancy, make part supplies, system engineering, testing and commissioning of the systems. Details to be worked out in work sharing agreement on case to case basis
- 1.6.3 ECIL shall supply its own systems if it meets the tender/ customer requirements.
- 1.6.4 BUSINESS PARTNER shall also supply part of the order values towards supplies and all the installation materials like cables, racks, poles, mounts etc., as required to complete the system. Details to be worked out in work sharing agreement on case to case basis.

- 1.6.5 BUSINESS PARTNER shall also undertake, if required - Installation, Commissioning, Training and Maintenance within the warranty period and post warranty.
- 1.6.6 BUSINESS PARTNER should be willing to take up AMC at mutually agreed terms on expiry of warranty period.
- 1.6.7 ECIL will place order on BUSINESS PARTNER for delivery of the said supplies at mutually agreed rate (%) of the basic value ordered by the end customer with the same terms & conditions specified in the Customer's PO. Details to be worked out in work sharing agreement on case to case basis
- 1.6.8 All the payment terms will be on back to back basis with BUSINESS PARTNER for the components/ systems supplied by them.
- 1.6.9 MOU with generic terms and conditions will be made with the selected Business partners for a period of three years and by mutual consent the same can be extended to a further period.
- 1.6.10 The scope of the MOU includes pre sales activities, pre tender tie ups and project execution.
- 1.6.11 ECIL reserves the right to choose the Business Partner for a project / tender based on the Business Partner's turnover, technical & financial capabilities, generation of sales lead etc.
- 1.6.12 Detailed Work sharing agreement with the Business Partner will be made on a case to case basis.
- 1.6.13 If the customer invokes the LD clause on ECIL for any reason associated with the delayed deliveries of the supplies, the same should be borne by the Business partner, back to back, without any demur.
- 1.6.14 Non-Disclosure Agreement: Should be entered on signing upon entering in to MoU/award of Purchase order, covering the following.
- 1.6.14.1 In the event of purchase order awarded, Business Partner



should undertake to treat purchase order and services to be rendered therein as absolutely confidential and shall not disclose or provide any information, which may come to their knowledge or passed on to them during the execution by ECIL, to any third party, person or country under any circumstances without prior written consent of ECIL.

- 1.6.14.2 Business Partner should keep all technical specifications, scope, details of equipment at and corresponding locations, terms and conditions, including, Drawings, Site Plans as confidential information and shall not disclose to any third party, without prior written consent of ECIL.
- 1.6.14.3 Business Partner should not advertise or publish, claim, canvas, solicit, reveal, disclose, advertise or publicize in any manner, including through electronic or print media on the scope and execution of the purchase order, if awarded.
- 1.6.14.4 Business Partner should not publish/ advertise/canvas partnership with ECIL, without ECIL's written permission.
- 1.6.14.5 IP rights will remain with ECIL, unless explicitly identified on case to case basis.
- 1.6.14.6 This partnership does not imply that two organizations represent each other as separate legal entities.
- 1.6.14.7 Business Partner should not publish the award and execution of purchase order, in their (or their associate's) in-house newsletters, bulletins, magazines or any other publications – for limited or public circulation, without prior written permission from ECIL.



**1.7. Indicative parameters for work sharing agreements will be as under:**

S.No.	Description	ECIL	Partner
<b>A</b>	<b>Pre Order Activities</b>		
1	Front ending/ Prime Bidder	ECIL	
2	Pre Bid Expenses/ efforts	ECIL	Partner
3	EMD/ Bank Guarantee	ECIL	
4	Performance Guarantee/ Security Deposit	ECIL	
5	Bid Preparation	ECIL	
6	Getting the best input prices	ECIL	Partner
7	Bid Submission	ECIL	
8	Demonstration of the proposed system	ECIL	Partner
9	Customer order on	ECIL	
<b>B</b>	<b>Post Order Activities</b>		
10	Supply of main equipments	To be decided on case to case basis	
11	Installation materials like cables, poles, Junction Boxes, racks,, civil and electrical works etc.,		Partner
12	Installation of the equipments		Partner
13	Testing of the system	ECIL	Partner
14	Commissioning of the system	ECIL	Partner
15	Final System Acceptance		Partner
16	Realization of Payments From customer		Partner
	Payments sharing	To be decided on case to case basis	
18	Liquidity Damages		Partner
19	Risk Purchase		Partner
<b>C</b>	<b>Maintenance of the system</b>		
20	Warranty Maintenance		Partner
21	Annual Maintenance Contract ( AMC)	To be decided on case to case basis	
22	Penalties	To be decided on case to case basis	
<b>D</b>	<b>Integrity Pact</b>		
23	Liabilities		Partner to comply
24	Intellectual Property Rights		Partner to comply
25	Non Disclosure		Partner to comply

Interested organizations should submit EOI complying with the conditions herein in sealed cover superscribing as to reach not later than 15.00 hrs on 20<sup>th</sup> Nov'15, at the following address.

Offers received after the due date and time will not be considered.

Dy. General Manager, Purchase  
Instruments & Systems Group  
Electronics Corporation of India Ltd,  
ECIL P.O.  
Hyderabad -500 062.

\*\*\*\*\*