

" 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 Metropolitan cities, is engaged in design, development, manufacture, supply and installation of state-of-the-art technology based solutions to core industrial, government and strategic sectors.
- 1.2. ECIL has executed many security projects in the critical and strategic sites in the country namely parliament House, Prime Minister's House and Office, Rastrapati Bhavan, Delhi Secretariat, Nuclear Power Plants, Department of Atomic Energy's Establishments , Defense sectors, Delhi Metro Rail, Delhi Police's City Surveillance etc.,
- 1.3. ECIL provided the security systems for the Common Wealth Games 2010 and successfully implemented the same.
- 1.4. ECIL is addressing the Indian railways/ Railtel **Tender No. RailTel/Tender/OT/CO/OP/2016-17/VSS-NR/359 due on 23rd Jan'17**, for IP based CCTV systems to be installed at various railway stations. In order to address the above requirements of the customers, ECIL would like to shortlist the vendors who can work jointly on this tender and also execute the project on the turnkey basis.
- 1.5. ECIL invites EOI from bonafide, financially resourceful, reputed and experienced parties for Supply, Installation, Testing & Commissioning of IP based CCTV system for Indian Railways in the country, on back to back terms. The tender details are available on the Internet.
- 1.6. Bidders will be selected based on the eligibility criteria and the preference will be given to those bidders, who have experience in Railways project.



A. Eligibility Criteria:

- Bidders should have installed/ executed at least three CCTV projects of Rs.5.00 crores each during the last three financial years. **Successful completion certificates to be enclosed.**
- The Turnover of the company should be minimum of Rs. 300 crores during the last 3 years cumulatively. **Balance Sheets and Profit & Loss statements for the last three years and solvency certificate to be submitted.**
- Should have implemented a CCTV system with 50 IP cameras. **Reference for each of the project has to be given and should contain the following information- Name of the organization, Person to be contacted, Phone Nos. and address.**
- Bidder should submit the valid documentary proof of **Central Sales Tax/ VAT registration number** and details of Income Tax registration (**PAN**), **Service Tax registrations**
- Any organization debarred/ blacklisted by central/ state Government departments in India, at the time of submission of the EOI, shall not be allowed to participate in this tender.
- Should have executed projects in Indian Railways/ Railtel and well versed with the procurement procedures, standards and commercials. Completion certificates to be enclosed detailing the nature of the project executed, value of the project and the completion dates.
- Should be willing to work on work sharing basis with upfront investment, execute and maintain the systems for seven year period. Should have technical trained manpower resources to execute the project in 900+ stations within a period of 18 months.
- All the hardware & software Should comply to RDSO specification No. RDSO/SPN/TC/65/2016 Revision 4.0 or latest with all amendments.
- Should not assign any work, whole or part, to any third party and will execute the work on its own.



- All the bidders for the purpose of submitting EOI shall treat the content of this document as private and confidential. Bidder would be required to sign Non Disclosure Agreement
- ECIL reserves the right to accept or reject EOI from any business Partner without assigning any reasons.
- Parties to submit the following:

S.No	Description	Remarks
1.	Turnover	Y/N
2.	Profit Making	Y/N
3.	Experience certificates	Y/N
4.	Technical Manpower	Y/N
5.	Company Registrations/Central sales Tax/VAT/PAN/Balance Sheets/Profit and Loss statements, Service Tax.	Y/N

- The Interested parties to submit the EOI bid in a sealed cover addressed to :

Address for communication -
 Sr. Dy General Manager, Materials
 Instruments & Security Systems Group
 ECIL
 ECIL Post,
 Hyderabad -500 0062

- The last date for the submission of the EOI bid is 17th Jan'17

B. Work Sharing criteria:

1. ECIL & BUSINESS PARTNER will jointly conduct the Site survey. Assess and finalize the customer requirements. ECIL



will front end the project and submit the bids against the tenders.

2. ECIL shall do the project management, design of the solution, system engineering etc..
3. BUSINESS PARTNER shall do the supply, installation, testing, Commissioning and maintenance of the systems at all the Railway stations, on back to back terms.
4. BUSINESS PARTNER shall also undertake the warranty maintenance for two years and subsequently AMCs for next five years.
5. 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.
6. All the payment terms will be back to back with BUSINESS PARTNER for the systems supplied by them.
7. MOU with broad terms and conditions will be made with the selected Business partners for the entire scope of the project.
8. The scope of the MOU to includes pre sales activities, pre tender tie ups and project execution.
9. 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.
10. 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.

11. Non-disclosure:

- (i) 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

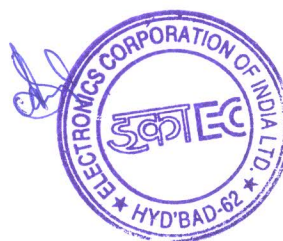


disclose or provide any information, which may come to their knowledge or passed on to them during the execution by ECIL, to any third party, person or country under any circumstances without prior written consent of ECIL.

- (ii) 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.
- (iii) 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.
- (iv) Business Partner should not publish/advertise/canvas partnership with ECIL, without ECIL's written permission.
- (v) IP rights will remain with ECIL unless explicitly identified on case to case basis.
- (vi) This partnership does not imply that two organizations represent each other as separate legal entities.
- (vii) 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 – limited or for public circulation, without prior written permission from ECIL.

Indicative parameters for work sharing agreements will be as under:

S.No	Description	ECIL	Partner
A	Pre Order Activities		
1	Front ending/ Prime Bidder	ECIL	
2	Pre Bid Expenses/ efforts	ECIL	Partner
3	EMD/ Bank Guarantee	ECIL	Back to back BG/PBG from Partner
4	Performance Guarantee, Deposit	ECIL	
5	Bid Preparation	ECIL	Partner
6	Getting the best input	ECIL	Partner



	prices		
7	Bid Submission	ECIL	
8	Demonstration of the system	ECIL	Partner
9	Customer order on	ECIL	
B	Post Order Activities		
10	Supply of equipments		Partner
11	Installation materials like cables, poles, Junction 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
17	Payments sharing	Back to back	
18	Liquidity Damages		Partner
19	Risk Purchase		Partner
C	Maintenance of the system		
20	Warranty Maintenance		Partner
21	Annual Maintenance Contract (AMC)		Partner
22	Penalties		Partner
D	Integrity Pact		
23	Liabilities		Partner to comply
24	Intellectual Property Rights		Partner to comply
25	Non Disclosure		Partner to comply

