



ITI Limited

ITI Bhavan, Dooravani Nagar, Bengaluru – 560016

CIN No: L32202KA1950GOI000640

CORRIGENDUM – 1

Request for Proposal (RFP) For the Selection of Partner for Technology Transfer for Smart Rack System/SFP Module Manufacturing

Corrigendum1 Ref: ITI/COR/P&T/RFP/Smart Rack & SFP/2025/01/Corg1	Date: 25/02/2025
RFP Ref : ITI/COR/P&T/RFP/Smart Rack & SFP/2025/01	Date: 04/02/2025

RFP schedule is revised as below

S.No.	Activity	Old Schedule	Revised Schedule
i	Due Date & Time for Submission of Proposal through Uni Wizard	25.02.2025, 15:00 Hrs	04.03.2025, 15:00 Hrs
ii	Date & Time of opening of Proposals	27.02.2025, 15:00 Hrs	05.03.2025, 15:00 Hrs

The draft reply to the queries raised by probable bidders and the clarification by ITI LTD is listed below,

Clarifications to the Prebid Queries - ITI RFP for the Selection of Partner for Technology Transfer for Smart Rack System/SFP Module Manufacturing

Clause no	Sub Clause no	Clause	Bidders Query	ITI Response
3. Purpose	Para 2	The selected Partner, should be willing to provide ITI with technological details for manufacturing and servicing of "Smart Rack System and "SFP Module" on exclusive basis to enable ITI as Class-I manufacturer of Smart Rack System or SFP Module with minimum 50% value addition.	The selected Partner will provide ITI with the necessary technological details for the manufacturing and servicing of the 'Smart Rack System' to enable ITI as a Class-I manufacturer, with a minimum of 50% value addition. (remove exclusive basis since Smart Rack is a generic Product & bidder is working with others also on Bharat Net Project and exclusivity will not be possible keeping in mind our association with other partners)	Accepted

4. Scope 4.4	4.4	<p>1.1. The Agreement on Smart Rack System and SFP manufacturing will include the hardware/software design, manufacturing, assembly, inspection, testing, quality assurance methods, troubleshooting, supply, Installation and Commissioning if required, servicing/ maintenance during the warranty/post warranty period, training, documentation, design upgrades, system integration if required etc. as per the customer requirements.</p>	<p>The source code for the software will not be provided; only the executable application (EXE file) & its upgrade will be shared, required to meet the customer's operational needs."</p>	Accepted
4. Scope	4.15	<p>The PARTNER must assist ITI in setting up the production lines and give necessary Technical Support including Specification, process diagrams & training to ITI personnel for the smooth and efficient functioning of the Production of Smart Rack System or SFP Module. ITI desires that PARTNER shall assist in supply of all the necessary Infra required for Manufacturing & Testing of Smart Rack System or SFP Module except High End SMT facility (available with ITI) & Test Bench (ITI is going to procure).</p>	<p>Requested to amend the clause as below, "ITI desires that the PARTNER shall assist in identifying and providing specifications for the necessary infrastructure required for manufacturing and testing of the Smart Rack System or SFP Module, excluding the High-End SMT facility (available with ITI) and the Test Bench (to be procured by ITI). While the manufacturing and testing may require the installation of heavy machinery/testing chambers, the PARTNER will assist by recommending preferred makes and providing technical specifications, but will not be responsible for the supply of such equipment."</p>	Accepted

4. Scope	4.21	Royalty will be applicable only under CKD phase	Royalty should be applicable under CKD and SKD Phase where SKD will only be applicable to sending of pre-flashed ICs that will be used in the EMS hardware (ACU at rack) In addition to the agreed Royalty, we would like to highlight the necessity of a TOT fee to compensate for the Non-Recurring Engineering (NRE) costs incurred. This fee accounts for the development, customization, and associated engineering & documentation, training etc efforts required for a successful technology transfer.	As per tender
5. ELIGIBILITY CONDITIONS FOR PARTNER	A-V - Category I, Smart Rack System	Average Annual Turnover for last 3 Years (2021-22,2022-23,2023-24) defined as INR 30 Cr	request to change Average Annual Turnover for last 3 Years (2021-22,2022-23,2023-24) criterion to INR 20 Cr	As per tender
5. ELIGIBILITY CONDITIONS FOR PARTNER	A-V - xiv	Software Flashing	To ensure accurate tracking of Royalty and the number of units, we propose that for products under the Royalty model, we will pre-program and supply Microcontroller Chips with the required firmware. This approach will not only streamline royalty accounting but also ensure controlled deployment of the technology. The cost of the pre-programmed chips	As per tender

			will include the royalty charges, simplifying financial and operational processes. We believe this will be an efficient and transparent way to manage technology usage.	
5. ELIGIBILITY CONDITIONS FOR PARTNER	B - ii	The PARTNER shall provide comprehensive support to ITI for the installation, commissioning, warranty and post warranty servicing of the product.	The PARTNER shall provide documentation and training to ITI for the installation, commissioning, and servicing of the product. Installation, commissioning, and post-warranty servicing will fall under ITI's scope, as they are responsible for manufacturing the product. Warranty coverage will also be within ITI's scope, except for subparts supplied by the PARTNER, for which the PARTNER will provide full support and assistance as required	As per tender

<p>5. ELIGIBILITY CONDITIONS FOR PARTNER</p>	<p>B - iv</p>	<p>The royalty payment or any other payments towards purchase of any specific items/kits from ToT Partner/sister concern / group concern, shall be made on receipt of payment from the end customer on back to back basis. Request for change in terms will not be entertained at any point of time.</p>	<p>Given that we are an MSME organization, we are unable to support back-to-back payment terms. Instead, we can offer either: 1. Payment terms of 45 days in accordance with the MSMED Act, 2006, or 2. Payment through an irrevocable Letter of Credit, which must specify the correct description, total amount as per the pro-forma invoice, and be written in English. The Letter of Credit shall be issued to us at the bank details provided at the time of registration/supply and will allow payment upon presentation of a commercial invoice and freight waybill only. It shall also allow for payments upon partial shipments, where applicable, and must have a duration of 45 days from the date of supply. All associated banking charges will be borne by the applicant."</p>	<p>As per tender</p>
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5. ELIGIBILITY CONDITIONS FOR PARTNER	C- ii	<p>The Technology enablement for manufacturing of the offered product shall be exclusive to ITI in India and in SAARC countries for a period of five years from the date of signing of agreement provided the ITI manufactured Smart Rack System or SFP Module keep matching the price competition. However, manufacturing if found non-viable by ITI, it may review its decision</p>	<p>The technology enablement for manufacturing of the offered product shall be provided to ITI for India and SAARC countries for a period of five years from the date of signing the agreement, provided the ITI-manufactured Smart Rack System or SFP Module keeps matching the price competition. However, this agreement does not grant exclusivity to ITI, as the technology will also be made available to other partners under similar terms. If manufacturing is found non-viable by ITI, it may review its decision</p>	Accepted
ANNEXURE-V 1		<p>Power supply to the Rack shall be without external ON/ OFF switch, to avoid any accidental power cut. Further, in case of requirement of smart meter, there shall be provision in the rack to install the same inside the rack only.</p>	<p>Kindly clarify the dimensions of the smart meter.</p>	<p>As per BSNL DBOM tender & its Amendments</p>
ANNEXURE-V 1.1		<p>Bidder has to provision single multifunction enclosure at each GP and Block for both network and power supply including battery with partitions for power, battery bank and network devices, etc. Separate enclosure for different devices shall not be allowed.</p>	<p>Please specify the 19" U space is required to install- Battery, HUPS, N/W Equipment, Router, PDU & other devices including 20% future provision inside the cabinet</p>	<p>As per BSNL DBOM tender & its Amendments</p>

ANNEXURE-V 1.2		All enclosure panels are single walled boltable from inside with earthing to be done on all flat parts.	As per clarification no. 2398, all the door, side and rear panels are individually constructed out of separate single sheets. Earthing on door, panel & plinth is provided. Please confirm if this is acceptable?	As per BSNL DBOM tender & its Amendments
ANNEXURE-V 1.3		Hot dip zinc coating as per BIS IS 4759:1996 with 25mm system punching in the roof and base frame plus vertical sections with two mounting levels, rolled out of a single sheet.	Pre coated galvanized sheet with 120 GSM is used for rack assembly. The enclosure have single walled, folded, welded & machined rigid frame structure with door earthing to maintain ingress protection IP55, Please confirm if it is acceptable as per tender clarification- 241, 160 & 2398?	As per BSNL DBOM tender & its Amendments
ANNEXURE-V 1.5		As per site requirement with provision for minimum 20% additional space for future expansion.	Kindly clarify the "U" Space is required for additional 20% future expansion. As per clarification no. 88 minimum 20% additional space over and above the planned systems to accommodate at least one more Router, a mini OLT and one more optical switch for RFMS.I30513048 is provided.	As per BSNL DBOM tender & its Amendments
4.2		The PARTNER Would take Responsibility on behalf of ITI to obtain the required Type Approval Certificate as well as all required BIS Certificate.	What are the Type Approval Tests and BIS certificates? Which BIS certification is applicable? Roles of vendor and ITI need to be clarified.	<ul style="list-style-type: none"> • As per BSNL DBOM tender & its Amendments. • Roles of vendor and ITI will be

				defined during MoU
4.5		The partner shall ensure compliance, in totality, of his product to applicable Indian Standard specifications.	Please specify the applicable Indian Standards specifications? Which Indian Standards specifications are required for compliance, other than the BIS standards applicable as per clause 4.2?	As per BSNL DBOM tender TEC GR Requirements.
4.6		Partner has to support ITI to get all certificates like Type Approval Certificate from accredited agencies as per the Bharat Net Phase III project requirement.	Please specify what support is needed for getting the certificates and please specify the certificates? The scope of work for the vendor needs to be clarified, as type approval will be in the name of ITI.	As per BSNL DBOM tender TEC GR Requirements.
4.6		Partner has to support ITI For Proof of concept (PoC) as per end customer requirement.	Please specify what supports are needed? The scope of work for the vendor needs to be clarified, as the Proof of Concept is to be provided by the bidder.	As per BSNL DBOM tender TEC GR Requirements.
4.7		Partner have to get the prototype, type approved for Quality Assurance by providing samples at pre- supply qualification for customer orders.	Kindly enlighten what are the process involved during quality assurance and type approved? The clarification for QAP (Quality Assurance Procedure) to be followed for production items or prototype items also? Will the QAP be provided before preparing prototype.	As per BSNL DBOM tender TEC GR Requirements for the Smart RACK. Please refer TEC GR provided in the tender document.
4.15		Partner shall assist in supply of all the necessary Infra required for Manufacturing & Testing of Smart Rack System or SFP Module except	Please specify which infra is required by ITI and is there any approved vendor for it? The scope of work for the vendor needs to be clarified, with specific details	ITI will procure the CAPEX/OPEX items required for manufacturing setup/products.

		High End SMT facility (available with 11-1).	regarding financial and manpower obligations.	Compliance for the Support from bidder is sought.
4.17		Partner must agree to enable ITI to procure kits of the proposed product at component level as per ITI requirement.	What are/ List of components to procure kits of proposed product/ any approved source? The scope of work for the vendor needs to be clarified, with specific details regarding financial and manpower obligations.	ITI will procure the CAPEX/OPEX items required for manufacturing setup/products. Compliance for the Support from bidder is sought.

There is no change in the other terms and conditions.

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