



ITI Limited

ITI Bhavan, Dooravani Nagar, Bengaluru – 560016

**CIN No: L32202KA1950GOI000640**

**CORRIGENDUM – 4**

Request for Proposal (RFP) For the Selection of Partner for Technology Transfer for Uninterrupted Power Supply Solution(UPS) Manufacturing

<b>Corrigendum Ref: ITI/COR/P&amp;T/RFP/UPS/2025/Corg4</b>	<b>Date: 17/02/2025</b>
Corrigendum Ref: ITI/COR/P&T/RFP/UPS/2025/Corg3	Date: 10/02/2025
Corrigendum Ref: ITI/COR/P&T/RFP/UPS/2025/Corg2	Date: 06/02/2025
Corrigendum1 Ref: ITI/COR/P&T/RFP/UPS/2025/Corg1	Date: 28/01/2025
RFP Ref : ITI/COR/P&T/RFP/UPS/2025/02	Date: 10/01/2025

**RFP schedule is revised as below**

<b>S.No.</b>	<b>Activity</b>	<b>Old Schedule</b>	<b>Revised Schedule</b>
i	Due Date & Time for Submission of Proposal through Uni Wizard	17.02.2025, 15:00 Hrs	24.02.2025, 15:00 Hrs
ii	Date & Time of opening of Proposals	18.02.2025, 15:00 Hrs	25.02.2025, 15:00 Hrs

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

Clause no	Page no	Clause	Bidders Query	ITI Response
4.13	4	ITI shall be solely responsible for procuring the materials as per BOM requirement for manufacturing, while the selected PARTNER may support source the materials by open tender at a competitive rate. Partner has to provide the detailed technical specifications, drawings etc. for all the components being sourced from open market. Partner shall also extend the technical support for using the equivalent items compatible to the BOM items.	The detail BOM will be shared along with the proprietary items (in percentage terms) highlighted in the detailed BOM.	Agreed. Proprietary items should not be more than 20% of total BOM Cost.
4.14	5	If ITI is procuring the materials from the selected Partner / sister concern / group concern, then that material cost will be adjusted against dues payable to the partner including payment of royalty.	We understand that if the Price of Unit is Rs 100 and CKD items (ToT Partner) are worth Rs 60 , and Royalty amount is Rs 5, then total amount payable to PARTNER will be Rs 65.	If the Price of Unit is Rs 100 and CKD proprietary items (ToT Partner) are worth Rs 15 , and Royalty amount is 5%, then total amount payable to PARTNER will be $15 + 85 \times 0.05 = \text{Rs } 19.25$ . Proprietary items should not be more than 20% of total BOM Cost.
5 (viii)	7	PARTNER must confirm that there are no Patent / legal issues that might become hindrance as per scope of RFP at any stage.	Bidder will share the detailed BOM classification which includes Proprietary items and outsourced items	As per the tender

B (iv)	9	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.	Payment terms to be agreed separately	As per the tender
B (X)	10	All items of the product should have more than one source.	The BSNL TEC GR does not allow multiple sources for key building blocks. However source for semiconductor and component can be more than one, other Sources can be as per BSNL CACT approved list.	Availability of the items should be more than one source to increase participation and competition
C (vi)	11	The ToT Partner should be willing to provide PBG to ITI in order to provide commitment towards any technical issues/fault at later stage of I&C, and product Certifications etc.	Insurance Surety Bond in place of PBG and Terms of the Bond to be agreed mutually at the subsequent stage.	As per tender
6.1	11	In case the Technology Partner is also the supplier, then if the Technology Partner fails to complete the delivery of UPS systems within the time fixed under the contract, any LD imposed by Customer will be passed on to the bidder on a back to back basis.	Limited to Bidder Supply on the mutual agreed terms and timelines during order finalization.	LD is limited to supply of the items from the bidder
5	6	Bidder should have experience of supply and services of at least 5000 no. of UPS solutions in last 3 years.	Experience of SMPS Power System/ Hybrid Power System/ UPS will be considered for evaluation.	Agreed

Financial Bid	12	Percentage Margin payable to ITI in case of Completely Built Unit(CBU) procurement from Technology partner. CBU Pass through % to ITI (ITI Expecting 15%( +,- upto 3%))	We have been trying to seek clarity from ITI on this important point. Since the bid submission has already happened for BharatNet project, margin/pass thr %age cannot be defined here. For this project, fixed pricing for CBU can be agreed mutually, however for subsequent bids it is agreeable for allowing XX% margin to ITI. This margin can be precisely agreed on case to case basis.	As per the tender
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There is no change in the other terms and conditions.

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