



Corrigendum-I

Ref: CORP/MKTG/Empanelment/2023/07

Date: 27-10-2023

NOTICE INVITING EOI FOR EMPANELMENT OF BUSINESS PARTNERS FOR TELECOM AND IT BUSINESS OPPORTUNITIES

Ref: CORP/MKTG/Empanelment/2023/07 Dated 13/10/2023

Clause No	Present Clause	Revised Clause						
1.	<p>Introduction</p> <p>This EOI is being floated in order to empanel suitable partners capable of addressing such business opportunities.</p> <p>ITI LIMITED is planning to empanel partners in the field of IT & Telecom Product Category in which ITI LIMITED shall pursue the business opportunities</p>	<p>Introduction</p> <p>This EOI is being floated in order to empanel suitable partners capable of addressing such business opportunities.</p> <p>ITI LIMITED is planning to empanel partners in the field of IT & Telecom Product Category in which ITI LIMITED shall pursue the business opportunities both in India and Overseas.</p>						
3	<p>Scope of Work</p> <p>The scope of work includes Supply, Installation, Testing and Commissioning of IT & Telecom projects and its allied Infrastructure (as per Area of Specialization mentioned at Annexure '5' of the EOI) as per forthcoming business opportunities.</p>	<p>Scope of Work</p> <p>The scope of work includes Supply, Installation, Testing and Commissioning of IT & Telecom projects and its allied Infrastructure (as per Area of Specialization mentioned at Annexure '5' of the EOI) as per forthcoming business opportunities in India as well as overseas.</p>						
4(i)(b) (i)	<p>Additional Clause</p>	<table border="1"><tr><td>(i).</td><td colspan="2">Average Minimum Annual Turnover (T.O.) of the Applicant during last 3 financial Years 2020-21, 2021-22 & 2022-23 till the date of submission of empanelment application shall be</td></tr><tr><td>Sl. No</td><td>Class</td><td>Turnover Requirement</td></tr></table>	(i).	Average Minimum Annual Turnover (T.O.) of the Applicant during last 3 financial Years 2020-21, 2021-22 & 2022-23 till the date of submission of empanelment application shall be		Sl. No	Class	Turnover Requirement
(i).	Average Minimum Annual Turnover (T.O.) of the Applicant during last 3 financial Years 2020-21, 2021-22 & 2022-23 till the date of submission of empanelment application shall be							
Sl. No	Class	Turnover Requirement						

Clause No	Present Clause	Revised Clause		
		1	A	≥ 300Cr
		2	B	150 Cr to 300Cr
		3	C	50 Cr to 150Cr
		4	D	10Cr to 50Cr
		5	E	1Cr to 10 Cr
		6	F	< Rs. 1 Cr
4 (i) (d)	Eligibility Criteria of Applicants Quality Certifications: Bidder should have relevant certifications like ISO / CMMI relevant area of business/ experience etc.	Eligibility Criteria of Applicants Quality Certifications: Bidder should have relevant certifications like 9001:2008, 20000:2011, 27001:2005 and CMMi- 3 or above.		
4(ii) General	Additional Clause	16. 1) The vendor can apply for multiple categories as per the detailed list placed at Annexure-V 2) The empanelment of the interested parties shall be in eligible Class and relevant category applied for, provided the applicant meets the Prequalification Criteria and possesses the required experience. 3) Whereas, the classification of partners shall mainly be based on their Financial Strength, the categorization would be linked to their Work Experience also. The details of Prequalification and other necessary pre-requisites for the empanelment are placed at Annexure-I.		
5	Terms & Conditions of Empanelment k) The process of evaluation will be as below: All the bids will be scrutinized for turnover and experience. The PO copies/experience certificates submitted by the vendors will be cross verified with the issuing authorities/clients. After due evaluation the vendor will be empaneled.	Terms & Conditions of Empanelment k) The process of evaluation will be as below: All the bids will be scrutinized for turnover and experience. The PO copies/experience certificates submitted by the vendors will be cross verified with the issuing authorities/clients. The selected partners shall be classified and categorized as per their eligibility as laid out in Annexure-V, based on their financial capacity and their work experiences in respective Category vis-à-vis the business need on case to case basis. After due evaluation the vendors will be empaneled.		

Clause No	Present Clause	Revised Clause
	<p>The services of the empaneled vendors will be utilized by the ROs/MSPs when they wish to address any tenders based on their area of expertise. For addressing a particular tender, the ROs/MSPs will be asking compliance for the tender, EMD and financial bid from the empaneled partners.</p>	<p>The services of the empaneled vendors will be utilized by the ROs/MSPs when they wish to address tenders based on their area of expertise. For addressing a particular tender, the ROs/MSPs will be sending enquiries to empanelled vendors asking compliances for the tender, EMD and financial bid from the empaneled partners. Separate EOI will be floated for specific tenders in case of non-responsive /non-compliance of the enquiries sent. The decision regarding floating of open EOI or limited enquiries from empaneled vendors will be taken by the concerned departments on a case-to-case basis.</p> <p>l) The applicant partner would be given a preference to choose all or a part of the scope of work from the given categories and shall be empaneled accordingly, provided he meets the eligibility for desired Class and category.</p> <p>m) The applicant partner would also be given a choice to address PAN India business or some specific state(s) or zone(s) so as to enable them to seek offers for the category of empanelment and the jurisdiction chosen.</p> <p>n) The intended work shall be assigned/awarded to one among those empaneled partners of respective Class and Category who has relevant experience and his quotes are best amongst others.</p>
5e	<p>If any empanelled partner brings a particular business on nomination basis, the order on back-to-back basis will be given to the same vendor who brought the order to ITI Limited directly on nomination basis. If the value is more, then an EOI will be floated and first right of refusal will be given to the vendor who brought the nomination order. PBG is to be submitted by the vendor as per customer PO. In case, if PBG is not applicable to ITI, the</p>	<ul style="list-style-type: none"> • If any empanelled partner brings a particular business on nomination basis of order value below 10 Cr, the order on back-to-back basis will be given to the same vendor who brought the order to ITI Limited directly on nomination basis. The margin will be finalised on case to case basis. • If any empaneled vendor brings a particular business on nomination basis of order value above 10 Cr, after receiving the customer purchase order, a separate EOI (open/limited) will be floated for compliance of the customer requirement and, price bid/margin. The vendor who brought the project will be given the first right of refusal at the L1 price.

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	vendor needs to pay PBG @ 5% of the PO value placed on them by ITI.	<ul style="list-style-type: none"> In case the Vendor does not accept the offer at L1 rate, the job will be given to the eligible vendor who quoted L1 rate. If any vendor quoting L1 rate does not execute/complete the project as per the terms and conditions of the customer, the vendor will be blacklisted and the project will be executed at the cost and risk of the vendor. PBG is to be submitted by the vendor as per customer PO. In case, if PBG is not applicable to ITI, the vendor needs to pay PBG @ 5% of the PO value placed on them by ITI.
Annexure V	As per EOI	Revised Annexure V is as mentioned below

Annexure V is modified as below

Annexure V

Area of Specialization

Category	CATEGORIES OF PARTNERS (Based on type of Experience)
I.	IT Networking and Management: Provisioning/System Integration/Maintenance of LAN/ WAN/ IP-MPLS /Data Center (DC/DR, IDC), DC Co-location services, Routers/ Servers / Firewalls/ Desktops/ Laptops/ Tablet PCs/ Wi-Fi Networks/ Access Points/ Ethernet & Enterprise e-PON/NOC/ NMS/OSS/BSS/ IP EPABX, Soft Switching, Voice Gateways, Firewall/Anti DDOS, UNMS, solutions, etc. Provisioning of Internet Bandwidth/NLD/Internet leased line/MPLS VPN Links, etc.
II.	ICT based e-Governance: M-Gov/E-Gov/M2M/IOT Digitization and Integration of smart devices such as CCTV, Smart Camera Surveillance, Smart Storage/Warehouse, GIS, Vehicle Tracking, ANPR, e-signature solutions, ITES, Bar Code, RFID, Warehousing, Android POS Device (supply & management) and Smart city solutions, Agri-Tech Command Control Center, etc.
III.	Software and Cloud based Solutions: Cloud Computing, APP based Software Solutions, E-Forensic Systems, E-Office/Office Automation, CRM RFI Solutions, Web hosting implementation, Design of Web Portal, ERP, Business Intelligence & Analytics (BI&A), cyber security, Cybersoft warfare, Facial Recognition Technology based solutions, Office Automation and Anti Drone System, Perimeter IDS, Hospital Management solutions, Digital Payments Solutions, Asset tracking, Asset management, GPS tracking solution etc.
IV.	Provisioning and Maintenance of Telecom Infra: OFC laying, OFC Plant, Creation of Cable landing stations, Battery Plant, Power Plants, UPS, SMPS, Test and Measuring Instruments, VSAT services, Tower works, Lightning and surge protectors devices, Radios (including SDR, HF/VHF/UHF, HCR), Microwave & Radio Towers, SDH Equipment, DWDM, OTN (Optical Transport N/W), etc.

Category	CATEGORIES OF PARTNERS (Based on type of Experience)
V.	<i>Drones:</i> Manufacturing of Long range unmanned combat aerial vehicles, Kamikaze drones, UAV Explosive Payloads, Signals Intelligence Payloads, remotely operated unmanned boats, Remotely operated underwater vehicles and other tactical and strategic defence items for the Indian Army forces.
VI	<i>Distant Learning and Meeting Solutions:</i> Setting-up of Smart Classes/e-Class Rooms/e- Conference Rooms, Video conferencing solutions, Automation of Education systems, Integrated University Management Systems, online examination solutions, Remote proctored online examination solutions, etc.
VII	<i>eMedical School Solutions: Turnkey Lab & Library Solution for medical education</i>
VIII	<i>Telecom test lab facilities for military/industrial/scientific/medical equipment testing & electronic devices</i>
IX	<i>Green energy solutions</i>
X	<i>Projects & Products related to Swachh Bharat Mission</i>
XI	Experience of any other project in the field of Telecom/ IT

All other terms & conditions remains same as per EOI.

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