

DRAFT PROPOSAL FOR 275 RACK SPACE UTILISATION THROUGH MULTIPLE PARTNERS

NOTICE - REQUESTING FOR PARTNERS

RFP Ref No. ITI/BGP/IT-DC/2026/Managed Services

Dated 06/08/2026

ITI invites applications for taking Rackspace from ITI Data Centre and provide Managed services to End Customers

Introduction and Scope:

ITI is having a State of Art Data Centres with a capacity of more than 1300 rack space in Bangalore. ITI is willing to spare 275 Rackspace in one of the DC buildings for revenue sharing business to End customers. Bidders who can invest and provide the said services to end customers are invited to apply.

ITI shall provide Rackspace (Server Rackspace and Network Rackspace) and Power required for the rack (3KV to 10KVA).

Bidders shall invite on IT infra, networking and ISPs and certifications if any, for the legal operations and services to the end customers.

1. Eligibility Criteria
 - (i) Should be a registered company/LLP/MSME in India under Indian Company acts. Proof of valid registration / Certificate of Incorporation / MSME certification shall be submitted.
 - (ii) Bidders should have served at least one or two IT / Managed services POs to end customers. Ongoing POs may also be considered. Copies of POs shall be attached.
 - (iii) Self-Certificate for Not Black-listed by any Govt/PSU organizations.
2. Maximum no. of Rackspace available 275. Partner can take any number of Rackspace with in that. Rackspace would be given as per the First come First Allot basis. Availability of racks shall vary according to occupancy from time to time.
3. Charges per Rack Space are as follows with annual incremental rental values :
 - (a) Six months rental amount Rs.1,80,000 per rack is payable to ITI Ltd at the time of agreement signing and monthly billing or Rs.30000 will start from 7th month onwards.
 - (b) Six months Revenue Sharing Holiday for setting-up the infra and obtaining the required certifications for offering the managed services to end customers.
 - (c) Revenue Sharing will be on incremental basis, in addition to the Fixed Charges per month :-
 - (i)10% for 7th month to 12th month after initial six months
 - (ii)25% for 2nd year
 - (iii)30% for 3rd yearwill be reviewed after 3 years

4. ITI Ltd will provide 3 to 6KVA power per rack space in the new DC with appropriate temperature control along with fire protection and physical cum biometric access control as applicable.
5. Power charges are payable to ITI as per the actual consumption with the PUE as applicable from time to time. Power charges will be applicable once the rack/racks are powered. A separate meter will be placed for the rack/racks allotted to the partner. In case of any clarification required on this, it may be mailed to the contact details given in this RFP
6. ITI Ltd will reserve the right to undertake Performance Audit, Security Audit and Invoice Audit to confirm compliance to Operating Standards of ITI Data Center.
7. Revenue Sharing partner to cater for network services, hardware, software & security etc.
8. Revenue Sharing partner may seek additional services, which would be extended on 'Best Effort Basis' through our other Rev Sharing Partners, on mutually agreed T&C
9. Revenue Sharing Partner to submit monthly Revenue Statement as per the ITI format which will be shared after agreement for perusal by ITI Ltd.
10. The customer orders shall be on nomination basis only. Any tenders will be addressed by ITI directly and the partner does not have any role on this.
11. Agreement shall be signed for 3 years initially and may be extended as per the mutually agreed terms and conditions.
12. Partner can bring their own racks, or ITI can provide racks on a chargeable basis.
13. All the rates mentioned are excluding taxes.

-- Sd –
Authorized
Signatory

Requirement of racks along with required supporting documents may be sent to datacenter@itilttd.co.in

In case of any queries Mr.Sruthesh @ **+91 9029152337** may be contacted.