

Addendum

Date: 31.05.2025

To,

All Prospective Bidders

Subject: Addendum to RFP ref No. ITI/MKP/RFP/ Controller /01 Dated –22/05/2025

Madam/ Sir,

In response to this RFP queries have been raised by the prospective bidders which have been evaluated and the response to the pre-bid queries is attached as (Annexure- I).

1. In addition, Corrigendum-1 is issued.
2. This shall form addendum to RFP ref No. ITI/MKP/RFP/ Controller /01Dated 22/05/2025.

Marketing-Head
ITI Limited, Mankapur

Bidder's Queries and ITI Clarifications there on:-

Annexure- I

Sl.	Clause No.	RFP Requirements	Clarification Sought	ITI Comment
1	3.2	The PARTNER would take responsibility on behalf of ITI to obtain the required Type Approval Certificate as well as all required Certificate.	1. What are the Type Approval Tests and other tests required?	TSEC From BSNL, MTCTE, Trusted Product certification etc.
			2. Role of vendor and ITI needs clear responsibility matrix. .	Selected partner will provide full technical support. It may be off-line or on-line mode.
			3. Please clarify who will bear the cost of application and certification?	ITI will bear the cost of application & certifications. The expenditure in deputing the manpower for offline support shall be borne by the partner.
2	3.4	The partner shall ensure compliance, in totality, of his product to applicable Indian Standard specifications.	Please specify the applicable Indian Standard specification(s)?	The Rack should conform to DIN 41491, DIN 41494, and IEC 297. All products/OEM should be certified according to ISO 9001, 14001, ISO45001 and IS 13252: PART 1 (2010) & IEC, 60950-1 Protection category: IP55: IS/IEC 60529:2001.
3	3.5	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 the list of certificates / certification desired? Also, please prescribe the resources expected from the bidder.	TSEC From BSNL, MTCTE, Trusted Product certification etc.
				Selected partner will provide full technical support. It may be off-line or on-line mode.
4	3.13	while the selected bidder may support source the materials by open tender at a competitive rate.	Please confirm that the selected bidder will also be allowed to participate in such open tender for components.	YES
5	3.15	Partner shall develop and provide all the upgrades for the product during the contract period without any commercial implication. They should also ensure to develop the product to meet upgraded Technical Specification as per prevailing standard if any, to overcome any obsolescence.	The clause is vague. As a technology company, we can confirm to overcome any obsolescence for a specified period only. Please review the clause and clarify.	For contract period, pls. refer clause no. (3.1).
6	3.16	Partner to provide experienced personnel for manufacturing support and certification assistance.	Please clarify the minimum duration and number of resources expected.	Pls. adhere clause no. 3.16
7	4.A.(iv)	Turn-Over – Average Annual Turn Over for last three FY (2021-22, 2022-23 & 2023-24) shall be minimum Ten Crores (10) Cr.	Since the new financial year 2025-26 has commenced, kindly confirm the 'past three financial years' for turnover calculation refers to FY 2022-23, FY 2023-24 and FY 2024-25.	Pls. refer Corrigendum-1
	9.3			
	9.4			
8	4.A.(v)	The company should be profitable during the last 3 financial years, that is, 2021-22, 2022-23 and 2023-24. Bidder's Net Worth for the last three years must be positive.	Since the new financial year 2025-26 has commenced, kindly confirm the 'past three financial years' for turnover calculation refers to FY 2022-23, FY 2023-24, and FY 2024-25.	Pls. refer Corrigendum-1

9	4.B.(viii)	Partner shall provide full support to ITI for achieving any certification/type approval/Proof of concept as required by the end customer.	Roles of vendor and ITI need to be clarified. Please clarify as to who will bear the cost of acquiring the certificates?	ITI will bear the cost of application & certifications. The expenditure in deputing the manpower for offline support shall be borne by the partner.
10	4.B.(ix)	The Partner shall sign an agreement to provide full support to ITI in planning, manufacturing, implementation, upgrading of manufacturing Facilities and rehabilitation of the manufacturing lines so that ITI is fully equipped and capacitated to service the potential customer order.	Explicit and defined scope of work for the vendor is necessary for genuine bidders. Please provide, with specific details regarding manpower obligations for successful bidder	Pls. adhere the scope of work of the RFP
11	4.B.iii	Royalty payments are on back-to-back basis after ITI receives payment from the end customer.	We request ITI to consider an escrow account for ensuring timely payments of respective revenue share to successful bidder. .	As per RFP
12	4.C.(iv)	Micro and small Enterprises, 2012 (amended 2018 and 2021), Micro and Small Enterprises (MSEs) may be given relaxation in prior turnover and prior experience criteria during tender process, subject to meeting of Quality and Technical Specifications.	We request to add 'Net-worth' also in relaxation for MSEs. Please consider the same.	As per RFP
13	Annexure V (2)	<p>The housing should be equipped with DC/AC operated cooling Axial Fans, self-starting, double ball-bearing, temperature-controlled operation via controller. Noise level maximum 65dB. The cooling fans should be on a fan tray for ease of access and easy fault identification and diagnosis.</p> <p>N+1 Configuration fans. Stand by fan operates automatically when inside temperature exceeds 60°C OR any of the fans fails. The enclosure should also have provision to mount Outlet filters: Material: ABS/PU, For ventilation by convection size and capacity as per heat load requirement.</p>	<p>Since this RFP is meant for the design and development of the Electronic Controller System, please clarify whether the scope of work for the bidder includes the supply of the cooling fans as part of electronic control system? Our understanding is that bidder has to provide only the temperature controlled operation of cooling fans as per the clause through the proposed Electronic Control System. Please clarify.</p>	Design and development of the Electronic Controller System includes all the interfacing of fans, sensors, electronic lock etc. The detailed specification of all items shall be provided by the successful bidder.

14	Annexure V (3)	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.	As per our understanding, the supply of rack assembly is outside the scope of the bidder for Electronic controller System. Please confirm/ clarify.	YES
15	Annexure V.4 (Access Control and Monitoring)	The monitor & Control should be possible from State NOC as well as Central NOC	We request that the communication protocol and the details of platform of State NOC/ Central NOC are provided to help in understanding the costs implications for enabling the monitoring and control from respective NOC.	Pls. adhere the clause.
16	3.2	Selected Partner should be willing to Design and Develop the Electronic Controller System with Complete eMS Solution for Smart Rack System to be used in Bharat Net Phase III (DBOM) project on exclusive basis to enable ITI as Class-I manufacturer with minimum 50% value addition through an Agreement to enable ITI to manufacture, Market, Sale & Service, provide maintenance of the product. The Partner would take responsibility of their part on behalf of ITI to obtain the required Type Approval Certificate as well as required certifications	In the Bharatnet Tender, Type approval is only applicable for a fully operational Rack. Since the scope of this TOT is restricted only to the DBOM of the Electronic Controller & EMS. Hence, there's no Type approval certificate separately issued by the end customer for this. We request that you please share the Scope Matrix for responsibility for support required in Type Approval Certificate procedure.	The Partner would take responsibility of their Designed & Developed part i.e Electronic Controller System with Complete eMS Solution on behalf of ITI to obtain the required certifications.
17	3.3	The partner should be responsible to develop and provide free software/firmware/patches/ upgrades to ITI for the product as per customer order conditions during the pre-sales and post sales phases of the product to ascertain the compliance of the product with the standards and specifications and to	Request you to please share make list & specifications of Fans, Temperature Sensor, Humidity Sensor, Water Flooding Sensor, Water Leakage from top Sensor, 9-Digit Electronic Lock and IR Enabled Camera being procured by ITI Limited. In order to design a firmware & EMS which may require upgradation in the future, it is	Successful bidder is supposed to suggest and design as per RFP requirement.

		enable ITI operate and maintain the system	important to know the specifications, Input Voltage, etc of these sensors. Having this information will significantly enhance accuracy and ensure smoother operations.	
18	3.7	The Partner shall ensure the compliance of the of developed product as per the Generic technical specifications as per “Annexure-V”. This is the tentative requirement which may vary as per the specific customer tender requirements.	Request you to please share the exact tender requirement. As the current specifications shared are incomplete.	Pls. refer Annexure - V
19	3.11	The Partner will provide the Hardware and Software requirement of the eMS server for the installation at SNOC and C-NOC	This tender is based on royalty for enabling ITI for Design & Development of the Electronic Controller System with Complete eMS Solution for Smart Rack System used in Bharat Net Phase III (DBOM) project. Hence, we assume all expenses to create necessary Hardware at S-NOC & C-NOC, like server room, hard drives, necessary licenses, etc, will be in scope of ITI. - Please confirm. Manifold will only provide the necessary Hardware Details & necessary requirements for operating EMS at S-NOC & C-NOC.	Clause is self-explanatory

20	4. C. I	<p>The Technology enablement for the Designed product shall be exclusive to ITI in India and in SAARC countries for the contract period from the date of signing of agreement provided the ITI manufactured Electronic Controller System with Complete eMS Solution keep matching the price competition. However, manufacturing if found non-viable by ITI, it may review its decision.</p>	<p>Since the selected partner would have shared its proprietary technology assets, invested in IP development, and enabled manufacturing readiness, we request the inclusion of a contractual safeguard in the form of a non-refundable lumpsum payment clause. This should activate upon either:</p> <p>Early termination of exclusivity by ITI due to non-viability, or</p> <p>ITI discontinuing manufacturing despite having received full ToT.</p>	Pls. adhere the clause
21	4. C.II	<p>The successful bidder should be doing hand holding in leveraging its resources to streamline the production of the product at ITI as per customer requirement.</p>	<p>Request you to please clarify what resources are expected out of bidder. Please confirm.</p>	As per RFP
22	6.1	<p>Selection of Technology Partner will be done on the basis of lowest Royalty payable by ITI and quoted by the Technology Partner.</p>	<p>Since the actual product selling price is undefined and may vary depending on final specifications (currently incomplete in current tender), customer configurations, and deployment scale, this approach creates an evaluation bias and strategic pricing risk. For example: Let me give you an example - Bidder A quotes 12% pass through margin @ Selling Price of Rs. 40,000/- per Rack. ITI gets an amount of Rs. 4,800/- per rack. Bidder B quotes 15% pass through margin @ Selling Price of Rs. 30,000/- per Rack. ITI gets an amount of Rs. 4,500/- per rack. Rs. 4,800/- Per Rack > Rs. 4,500/- Per Rack - However as per the current format of financial bid - Bidder -A passing higher profits to ITI will get rejected & Bidder-B will get</p>	Pls. adhere the clause

			selected even if ITI was making more money with Bidder A. For Back to Back Royalty - The financial bid format is understandable. Request: Kindly clarify the selling price of ITI Mankapur to BSNL in order to conduct a fair, technically sound, and financially viable selection process.	
23	Annexure V - V.1	All the Control part & Power Supply of Electronic Controller System should be designed in such a way that it will be accommodated in 19" Rack Mountable 1U/2U mechanical enclosure.	Kindly confirm the final rack depth (in mm) and mounting constraints to validate our design footprint, especially given the integration of EMS and cooling components.	Overall Depth - 800 MM (Approx.)
24	Annexure V - V.6	Hidden camera	What resolution, field of view (FOV), and frame rate are expected from the hidden camera in our design.	Successful bidder is supposed to suggest and design as per RFP requirement.
25	Annexure V - V.4	Access Control and Monitoring System	Please confirm the specific SNMP version (v1/v2c/v3) and MIB structure to be supported. Also, clarify the EMS integration protocol with S-NOC and C-NOC — is REST API or MQTT expected? Please confirm.	Successful bidder is supposed to suggest and design as per RFP requirement.
26	4 A (xiii)	The Partner has to provide free software /firmware/patches/software upgrades to ITI for the product as per customer order conditions during the pre-sales and post sales phases of the product to ascertain the compliance of the product with the standards and specifications.	Firmware Update Mechanism - Please specify whether the system must support over-the-air (OTA) firmware updates, or is manual flashing acceptable?	Successful bidder is supposed to suggest and design as per RFP requirement.

27	2	For Generic Technical Specification (Hardware & Software) please refer "Annexure-V". Please note that the Technical Specification may vary as per end customer requirements.	The RFP states that technical specs "may vary" as per customer tenders. What is the mechanism to realign deliverables and pricing if major redesign is required?	As per RFP
28	Annexure V - V.2	Cooling - The housing should be equipped with DC/AC operated cooling Axial Fans, self-starting, double ball-bearing, temperature-controlled operation via controller. Noise level maximum 65dB. The cooling fans should be on a fan tray for ease of access and easy fault identification and diagnosis. N+1 Configuration fans. Stand by fan operates automatically when inside temperature exceeds 60°C OR any of the fans fails. The enclosure should also have provision to mount Outlet filters: Material: ABS/PU, For ventilation by convection size and capacity as per heat load requirement.	We assume this tender is for the TOT of the Electronic control unit to be connected to Sensors, Fans & Electronic Door Lock. All Hardware related to sensors, lock & fans will be in the scope of ITI Limited. Please confirm.	This RFP is for Selection of Partner for Design & Development of Electronic Controller System with Complete eMS Solution for Smart Rack System used in Bharat Net Phase III (DBOM) project. Design and development of the Electronic Controller System includes all the interfacing of fans, sensors, electronic lock etc. The detailed specification of all items shall be provided by the successful bidder.
29	6	Financial Proposal	The RFP states that royalty will be calculated on the "sales invoice excluding taxes" — however, it is unclear whether this includes freight, installation, or bundled services. Request you to please confirm the sale price of ITI Mankapur to BSNL.	Pls. refer Clause 4.B(iii)
30	Generic Query	Royalty Model	Minimum Guaranteed Sales Volume- As royalty is the only commercial return for the partner, and development/IP is to be transferred upfront, is there a minimum committed sales volume or floor payout to ensure return on investment? Kindly confirm the	No, there is no minimum committed sales volume

			payout to L-1 Bidder, in a scenario where TOT has been done up front but no sales is achieved by ITI.	
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CORRIGENDUM- 1

THE Request for Proposal (RFP) For the “Selection of Partner for Design & Development of Electronic Controller System with Complete eMS Solution for Smart Rack System used in Bharat Net Phase III (DBOM) project”

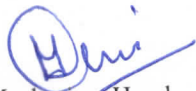
Ref No: ITI/MKP/RFP/ Controller /01 Dated: 22-05-2025

Document for the **“Selection of Partner for Design & Development of Electronic Controller System with Complete eMS Solution for Smart Rack System used in Bharat Net Phase III (DBOM) project”** has uploaded in the website on 22.05.2025. Now, the following Corrigendum is issued:

Corrigendum- 1 - RFP- ITI/MKP/RFP/ Controller /01

Clause/Annexure No.	Existing				Read As			
Clause 4.A.(iv)	Turn-Over – Average Annual Turn Over for last three FY (2021-22, 2022-23 & 2023-24) shall be minimum Ten Crores (10) Cr.				Turn-Over – Average Annual Turn Over for three FY (2021-22, 2022-23 & 2023-24) OR FY (2022-23, 2023-24 & 2024-25) shall be minimum Ten Crores (10) Cr.			
Clause 4.A.(v)	The company should be profitable during the last 3 financial years, that is, 2021-22, 2022-23 and 2023-24. Bidder's Net Worth for the last three years must be positive.				The company should be profitable during three financial years (FY 2021-22, 2022-23 and 2023-24) OR (2022-23, 2023-24 and 2024-25). Bidder's Net Worth must be positive.			
Annexure I Point 4	Annual Turnover for 3 financial years (₹ in Cr)	2021-22	2022-23	2023-24	Annual Turnover for 3 financial years (₹ in Cr)	2021-22	2022-23	2023-24
						OR		
						2022-23	2023-24	2024-25
Annexure XI Point iii	Audited financial statements for past three years (2021-22,2022-23,2023-24)				Audited financial statements for past three years ((2021-22,2022-23,2023-24) OR (2022-23, 2023-24 ,2024-25)			

All other conditions remain unchanged.


Marketing-Head
ITI Limited, Mankapur