**EXPRESSION OF INTEREST (EOI)**

**For (IP-MPLSRouters for Indian Railways)**

Punjab Communications Limited, a Public Sector Undertaking of the Government of Punjab, is a leading Telecom & IT equipment manufacturer and solution provider in India. Our major customers are Railways, BSNL, Power Sector, etc.

Railways is ImplementingIP-MPLS Technology for Unified Communication Backbone (as per RDSO Document No. STT/TAN/IP-MPLS/2020Version 1.0)replacing the SDH equipment with IP-MPLS router. Henceforth, future tenders are expected from time to time for supply, installation, commissioning and integration of IP-MPLS routers with or without PDH equipment on pan India basis for control circuit communication, SCADA and axle counter applications etc.Since Puncom does not have this equipment, for bidding in such tenders Puncom seeks partnership from suitable OEMs or their authorized dealers of IP-MPLS routers, willing to provide equipment, NMS, support and services for such tenders. Puncom may at its discretion, sub-contract, part or whole of the project work of the tender to the OEM or its authorized dealers /authorized trained system integrator of the OEM.

Interested OEMs or their authorized dealersfulfilling the following conditions can apply for tender partnership on nonexclusive basis:

* The minimum average annual turnover of the OEMs or their authorized dealers for the last two financial years should be Rs. 10 crores or more.
* The offered IP-MPLS router should meet the functional & technical requirements as mentioned in the RDSO Document No. STT/TAN/IP-MPLS/2020Version 1.0. The product should also meet the required EMI/EMC and environmental standards as per RDSO document. The compliance to RDSO document and relevant certificates shall also be provided along with EOI.
* The OEMs must be manufacturing IP-MPLS routers for the last three years and should have at least 20such routers working satisfactorily in railways network or any other service providerin India for at least two years as on date of customer tender.
* At the time of bidding a tender by Puncom,OEMs or their authorized dealers shall provide clause-by-clause compliance for theIP-MPLS routers as per Tender/RDSO specifications, any other technical requirements called for by the Purchaser and shall also be in a position to meet any enhanced requirements as per the Tender/ customer order.
* OEMs should have ISO 9001:2015 or higher certification and relevant approvals for IP-MPLS routers(copies to be attached) and should be willing to obtain/provide the relevant approvals with in the period as required in the Tender.
* OEMs or their authorized dealers shall be willing to provide back-to-back support to PunCom to meet all the Tender conditions, including supply Installation, commissioning & Warranty/AMC support, Payment terms, Delivery periods etc. in line with the Customer’s Tender / Purchase Order.
* All commercial dealings would be preferably in INR as per terms of equipment delivery in Tender with the OEM directly or through its authorized dealers in case its manufacturing base is outside India and in such case it is mandatory that the OEM should have an office in India. The OEM or its authorized dealers shall be responsible for all imports and compliances.
* All pages of the EOI proposals should be signed by a duly authorized person of OEM orits authorized dealers, be valid for six months & also include,
	+ Full Technical literature of IP-MPLS routers.
	+ Supply record for the past 3 years including Certificates/documents as required.
	+ Details of financial performance including copies of duly audited/certified annual report for last 2 years.
	+ Copy of GST registration & PAN No.
	+ Certificate of incorporation, copy of Memorandum&Articles of Association.
	+ Undertaking of non-barring by any Govt. agency.
* PunCom reserves the right to disqualify such parties who have a record of not meeting contractual obligations against earlier business dealings with PunCom or other Govt. agencies. PunCom also reserves the right, at its sole discretion, to accept or reject any/all EOIs without assigning any reasons.
* OEMs or their authorized dealers short listed through this process will be empaneled initially for a period of three year (extendable on mutual terms) for bidding in such tenders, if mutually acceptable.As part of continuous effort to explore new vendors/technologies, if some additional party is found suitable which meets the basic EOI criteria/conditions, as per Puncom requirements and further technically meet the demand/requirements of railway tenders, may be considered and empaneled during the validity of this empanelment.
* Thereafter, whenever an appropriate business opportunity arrives, the project/tender details shall be shared with empaneled parties for offering their best techno commercial solutions for full or part project for bidding in the tender under a mutually acceptable business arrangement. Techno commercial offers shall be called from empaneled parties. The PO as per mutually agreed terms and conditions shall be placed on the L1 vendor provided the equipment offered by party fully complies technical requirements of the tender.
* The OEMs may have their own procedures and processes for such kind of arrangement, those shall be completed by Puncom after empanelment of OEMs with Puncom.A detailed MOU/Agreement would be signed or detailed PO shall be placed on award of a project from railways with the OEM or its authorized dealerselected through this EOI for execution of work, support and after sale services.

The last date for online submission of EOI is 12.05.2021 till 1500 Hrs and the same will be opened at 1530 Hrs on the same day. EOIs received late shall be rejected. EOIs complete in all respects should be submitted online at the mail ID **ipmplseoi@puncom.com**. The last date of submission of EOI can be extended suitably by putting corrigendum on Puncom website, if the response received to EOI is low. For any clarifications please contact under mentioned Puncom official.

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