

**EXPRESSION OF INTEREST (EOI)
For Integrated Access Multiplexer**

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 float tenders from time to time for supply, installation, commissioning and integration of "Integrated Access Multiplexer" with or without PDH & SDH equipment on pan India basis for SCADA and axle counter applications. Since Puncom does not have this equipment, for bidding in such tenders PunCom seeks partnership from suitable OEMs or their authorized dealers of Integrated Access Multiplexer, willing to provide equipment, support and services for such tenders. At its option, part or whole of the project work of the tender may have to be sub-contracted to the OEM or its authorized dealers /authorized trained system integrator.

Interested OEMs or their authorized dealers fulfilling the following conditions can apply:

- The minimum average annual turnover of the OEMs or their authorized dealers for the last two financial years should be Rs. 10 crores.
- The OEMs must be manufacturing Integrated Access Multiplexer for the last three years and should have at least 50 Nos. of them working satisfactorily in railways network in 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 the Integrated Access Multiplexer as per Tender, 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 Integrated access Multiplexer (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.
- All pages of the EOI proposals should be signed by a duly authorized person of OEM or its authorized dealers, be valid for six months & also include,
 - Full Technical literature of Integrated Access Multiplexer.
 - 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 Articles & Memorandum 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. 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 through limited tender/sealed quotations.
- A detailed MOU/Agreement would be signed with the OEMs or their authorized dealers, selected through this EOI for participating in the Tender and execution thereafter.

The last date for online submission of EOI is 17.07.2020 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 access_muxeoi@puncom.com. For any clarifications please contact under mentioned Puncom official.

Mr. Gaurav Bhargav,
Joint Manager (TBD)
Punjab Communications Limited,
B-91, Industrial Area, Phase VIII,
SAS Nagar (Mohali) - 160071
Telephone: (0172) 2237101 Ext. 552
Cell No. : +918146566849
[Email: gauravbhargav@puncom.com](mailto:gauravbhargav@puncom.com)



Expression of Interest
for selection of partners for
Integrated Access Multiplexer

Punjab Communications Limited, a Public Sector Undertaking of the Government of Punjab, and a leading Telecom & IT equipment manufacturer and solution provider in India seeks EOI from interested OEM's or their authorized dealers of Integrated Access Multiplexer for partnership with PunCom for bidding in tenders. Further details are available at www.puncom.com. Last date for submitting the online EOI is 17.07.2020 till 1500 Hrs.