

EXPRESSION OF INTEREST (EOI)
For Integrated Communications System for Tunnels

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.

Indian Railways float tenders from time to time for Supply, installation, testing and commissioning of "Integrated Communication System for Tunnel/ Tunnel communication system" on pan India basis for tunnel communication applications. Since Puncom does not have this equipment, for bidding in such tenders Puncom seeks partnership from suitable OEMs or their authorized dealers, willing to provide equipment, 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/reseller/distributors.

Interested OEMs or their authorized dealers fulfilling 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. 5 Crores(at least).
- The offered Tunnel Communication equipment should meet the functional & technical requirements as mentioned in the RDSO specification no. RDSO/SPN/TC/109/2019 with latest amendment/ revision. The product should have valid RDSO type approval with all EMI/EMC and environmental compliances as per the RDSO specifications or Indian Railways tender specifications. The compliance to RDSO document and relevant type approval, testing and other relevant certificates shall also be provided along with EOI. In case the offered equipment is not type approved, the OEM or its authorized dealer shall be responsible to get their equipment type approved at their own expense as and when mentioned according to tender requirements.
- The OEMs must be manufacturing Tunnel Communications Systems for the last three years and should have satisfactory performance record of the equipment in Railways/ Railtel Network or other govt. sectors in India or abroad.
- At the time of bidding a tender by Puncom, OEMs or their authorized dealers shall provide clause-by-clause compliance for Tunnel Communications Systems 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 Tunnel Communications Systems (copies to be attached) and should be willing to obtain/provide the relevant approvals within the period as required in the Tender.
- OEMs or their authorized dealers shall be willing to provide partial or complete support to Puncom, may be on back to back basis, 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 and as per tender terms with the OEM directly or through its authorized dealers. In case, the manufacturing base is outside India, the OEM or its authorized dealer shall be responsible for all imports and compliances.
- All pages of the EOI proposals should be signed by a duly authorized person of OEM or its authorized dealers, with validity of six months & should include,
 - Full Technical literature of Tunnel Communications Systems.
 - Supply and performance record/work orders for the past years along with supporting documents.
 - 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 partners short listed through this process will be empanelled initially for a period of three years (extendable on mutual terms) for bidding in such tenders, if mutually acceptable. It will be at Puncom discretion to short close the empanelment and call for fresh EOI at any time.
- Thereafter, whenever an appropriate business opportunity arrives, the project/tender details shall be shared with empanelled 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 empanelled parties. The PO as per mutually agreed terms and conditions shall be placed on L1 vendor provided the equipment offered by party fully complies technical requirements of the tender.
- A project based MOU/Agreement would be signed with the OEMs or their authorized dealers/reseller/distributors/system integrators as per the requirement of tender (if any) before bidding and detailed project based MOU/Agreement would be signed for execution thereafter if required, if the tender is awarded to Puncom.

The last date for online submission of EOI is 11-08-2022 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 amarpalwalia@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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