

**EOI Document
for
Selection of Pre-bid partner for “Providing Solar
Highway Lighting at 104 locations of Highway in
the State of Andhra Pradesh”**

EOI No: TCIL/ITBD/26/2025

Date of Issue: 07/02/2025

Issued By:

ED(IT&T-IV)

Fax: +91 (11) 26242266

Tel: +91 (11) 26202020

<https://www.tcil.net.in/>

	<p align="center">Telecommunications Consultants India Ltd. (A Govt. of India Enterprise) TCIL Bhawan, Greater Kailash-I New Delhi – 110048 (India) Telephone no.:011-26202020, Fax:011-26241865, website: https://www.tcil.net.in Email: tcil@tcil.net.in CIN No.:U74999DL1978GOI008911</p>	<p align="center">IS/ISO 9001</p> 
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SECTION-1**EXPRESSION OF INTEREST (EOI)**

EOIs are invited from all eligible bidders for Pre-Tender Tie-up with TCIL for “Providing Solar Highway Lighting at 104 nos of locations in the stretch from Km 741.255 to Km 1022.494 on Anakapalli – Annavaram – Diwancheruvu section of NH-16, Diwancheruvu – Siddhantham – Gundugolanu section of NH-216A, Gundugolanu - Devarapalli - Kovvuru from km 15.320 to Km 85.204 section of NH-16 and Kathipudi – Start of Kakinada Bypass from Km. 0.000 to Km. 27.500 section of NH 216 in the State of Andhra Pradesh, as part of rectification of MoRT&H identified Blackspots & Accident spots” against client’s **NIT No. 01/PIU/RJY/2025, Dated :13/1/2025**

Telecommunications Consultants India Ltd. (TCIL) is a Govt. of India Enterprise, under Department of Telecommunications, Ministry of Communications. It was set up in 1978 to share Indian experience and expertise with developing countries and to assist bulk users of telecom services in setting up dedicated telecom networks.

TCIL has been undertaking various projects in all fields of telecommunications and information technology and also continuously deploying new technologies in the field of Telecom Software, Switching and Transmission Systems, Cellular Services, Rural Telecommunications, Optical Fiber based Backbone Transmission Systems etc. TCIL has diversified its operation and has been executing projects in the field of Civil Infrastructure, Architecture and Power, Rural Roads and Civil Construction. TCIL has been executing projects in the latest technologies like FTTH, VOIP, IPTV etc.

TCIL intends to participate in the RFP Published by National Highways Authority of India for “Providing Solar Highway Lighting at 104 nos of locations in the stretch from Km 741.255 to Km 1022.494 on Anakapalli – Annavaram – Diwancheruvu section of NH-16, Diwancheruvu – Siddhantham – Gundugolanu section of NH-216A, Gundugolanu - Devarapalli - Kovvuru from km 15.320 to Km 85.204 section of NH-16 and Kathipudi – Start of Kakinada Bypass from Km. 0.000 to Km. 27.500 section of NH 216 in the State of Andhra Pradesh, as part of rectification of MoRT&H identified Blackspots & Accident spots, as bidder. This EOI is floated for selection of back-end partner ready to work in the above project for TCIL on exclusive basis.

Submission of Online Bids is mandatory for this EOI. Prospective bidders need to submit their bids with the most competitive Techno-commercial offer for the aforesaid work. EOI document is available on TCIL website (<https://www.tcil.net.in/nit.php>) & GePNIC portal (<https://www.etenders.gov.in>). The important dates are as given below:

1.1 IMPORTANT DATES

Date of Posting of EOI:	07/02/2025
Start Date of downloading/viewing EOI:	07/02/2025
Last date & time for seeking clarification, if any:	NA
Start date & time for Online submission of Bids:	07/02/2025,14:00hrs
Last date & time for Online submission of Bids:	14/02/2025,16:00hrs
Online Opening of Technical Bid (Part-I):	14/02/2025,17:00hrs
Online Opening of Financial Bid (Part-II):	To be notified later

Bids shall be submitted on GePNIC Portal (<https://www.etenders.gov.in>). Bidders are advised to visit GePNIC portal (<https://www.etenders.gov.in>) and/or TCIL website regularly for updates/amendments, if any. Bidders can contact NIC for Telephonic Help Support on Toll Free Help Desk Number- 1800 3070 2232 for requisite queries regarding registration, training, demonstration, minimum system requirements etc. of Government e-Procurement System of NIC (GePNIC).

1.2 ELIGIBILITY CRITERIA

a) (i) Deleted.

(ii) Only Class-I and Class-II local supplier, as defined under the order shall be eligible to bid in procurement undertaken by procuring entity, except when global tender enquiry has been issued.

(Mandatory Undertaking for Purchase Preference to MAKE In INDIA to be submitted along with this EOI. The bidder needs to submit calculation of local content as per format attached in Section-11. The detailed clause is mentioned at Clause 2.3 in Section-2 of this EOI and the documents required for verification of local content needs to be submitted as per this Clause.)

- b) The bidder should be an Indian Registered Company under Companies Act 1956 or 2013/ Proprietorship / Partnership Firm / Government Societies. Copy of Certificate of Incorporation/ Registration/ Partnership Deed or any other relevant document, as applicable, should be submitted along with a copy of address proof.
- c) The bidder shall fulfill the following financial criteria:
 - i. Average Annual Financial Turnover during the last 3 financial years, ending 31st March of 2024 should be at least **Rs 3.96 Cr (Rs 3.30 Cr for Micro and Small Enterprises (MSEs) & Startups)**.
 - ii. Net worth should be positive as on 31st March 2024
 - iii. The bidder should have Profit Before Tax (PBT) in two out of the last three financial years Year (FY 2021-22, 2022-23, 2023-24).
- d) Experience of having successfully completed similar works/supplies during the last 7 years from the date of bid submission should be either of the following:

Two similar works each costing not less than **Rs 3.96 Cr (Rs 3.30 Cr for MSEs & Startups)**, in last 7 years.

OR

One similar work costing not less than **Rs 5.28 Cr (Rs 4.62 Cr for MSEs & Startups)**, in last 7 years.

The similar work constitutes experience of Solar Highway / Street lighting works.

The bidder should submit supporting documents i.e., work order and completion certificate from client.

- e) The bidder should have a valid PAN and GST Registration. Copy of PAN card and GST Registration certificate should be submitted in the bid. In case GST registration is not available, the bidder shall give undertaking that it will get registered before start of work if work is awarded to them.
- f) Manufacturers Authorization Certificate (MAF)

The bidder should submit Manufacturers Authorization Certificate (MAF) from Original Equipment Manufacturers (OEMs) specific to the bid for items mentioned in this EOI. In case of unavailability of MAF at the time of EOI response, bidder should submit an undertaking stating that the same shall be submitted before opening of financial bid.
- g) The bidder should not be insolvent, in receivership, bankrupt or being wound up, not have had their business activities suspended and not be the subject of legal proceedings for any of the foregoing. An undertaking by the bidder should be submitted.
- h) The Bidder should not be blacklisted/debarred/banned/restricted by any Union Govt./State Govt. /PSU as on date of submission of the Bid. "No-Conviction Certificate" duly signed by authorized signatory signing the bid, should be submitted in the prescribed format.

- i) The bidder shall submit an undertaking on their letterhead stating that:

In reference to the Government of India, Ministry of Finance, Department of Expenditure, Office Memorandum No. F.No. 6/18/2019-PPD, Dated 23-07-2020. I hereby submit that:

“We have read the Clause regarding restrictions on procurement from a bidder of a country which shares a land border with India; We certify that we (in case of Consortium all the Consortium Partners) are not from such a country *or their beneficial owner is not from such a country or we will not sub-contract any work to a contractor from such countries*, if from such a country, have been registered with the Competent Authority.

We hereby certify that we (in case of Consortium all the Consortium Partners) fulfill all requirements in this regard and are eligible to be considered.” [Where applicable, evidence of valid registration by the Competent Authority shall be attached.]

- j) The bidder needs to submit un-priced BOQ along with their technical bid.
- k) The bidder needs to submit an undertaking stating that: Vendors, whose Purchase Order(s) for any Project of TCIL was/were cancelled on risk & cost basis for non-performance or non-submission of performance guarantee in last 2 years, are not eligible to participate in this tender.
- l) Proof of PF registration to be submitted by the bidder.
- m) The bidder should have a local office where work is to be executed. Else, he should give an undertaking that he will open a local office after award of work.
- n) **LABOUR LAWS (wherever applicable):**

The Bidder should comply with all applicable Indian Labour laws, Payment of Minimum Wages Act, Workman's Compensation Act, EPF/ESI provisions and any such statutory provisions. In case the bidder is found to be not complying to any of the relevant statutory requirement, action as deemed fit may be initiated by TCIL at its sole discretion.

- o) It is a mandatory requirement that the bidder shall provide formally certified skilled workforce or commitment to the effect that they would ensure that all their workers would be skilled through Recognition of Prior Learning (RPL) within two months from the date of commencement of work under the project, at the cost of the bidder. This is in compliance to Ministry of Skill Development and Entrepreneurship (MSDE) D.O dated 12.09.2022.

The bidder shall provide undertaking to this effect.

- p) Bid by Consortium is not allowed.
- q) The Number of Technical / Non-Technical Personnel, Qualifications and Experience will be as follows:

Sl. No.	Personnel	Minimum Qualification and Experience	Particular Experience (minimum requirement)	No. of Persons	Requirement
1.	Project Manager	Graduation in Electrical Engineering + 5 Years Exp	3 years as Project Manager on Highway works including Lighting works	1	During execution
2.	Site Engineer cum Surveyor Engineer	Diploma in Civil Engineering + 5 years Exp. Or Graduation in Civil Engineering + 3 yrs. Exp.	3 years on highway construction / Highway lighting works	4	During execution

3.	Road safety expert	Graduate in civil engineering+3 years experience in Road safety works during construction/maintenance of roads	2 years experience in road safety	1	During execution
4.	Electrical Engineer	Diploma in Electrical Engineering + 5 years Exp. Or Graduation in Electrical Engineering + 3 yrs. Exp.	3 years on highway lighting works	2	During maintenance / DLP

Note: The detailed and signed CVs of all the Key Technical Personnel, recently signed (not older than 3 months from the due date of submission of bid) by the key personnel himself, must be furnished along with the bid as per proforma given in client tender at page no. 27. Non-compliance of the above or non-furnishing of the CV as above or conditional deployment of any of the above personnel or proposal to employ lesser number of personnel than above may make the bid non responsive and financial bid may not be opened.

- r) The key equipment to be deployed on contract work.

Name of the Equipment	Quantity	Age (in years)
Vehicle Mounted Tower Ladder	2	2
Hydraulic Crane	2	2

Note: The bidder must produce the documentary evidence in support of his owning/leased/ rented of the above equipment. In case the bidder proposes to hire or take the above equipment on lease, he should, along with the lease/rent agreement, attach the proof of ownership of these equipment with the company/ entity from whom the equipment are proposed to be hired on lease/ rent.

- 1.3** The bidder should give an undertaking on the company's letter head that all the documents/certificates/information submitted by them against this EOI are genuine.

In case any of the documents/certificates/information submitted by the bidder is found to be false or forged, TCIL shall immediately reject the bid of such bidder(s) or cancel/terminate the contract and forfeit bid security / Performance Security submitted by the bidder and debar them from participation in future EOIs/tenders of TCIL for a period up to 2 years.

- 1.4** A statement showing Clause-by-Clause compliance to all Terms & Conditions of all the Sections of this EOI as well as client's tender (which forms part of this EOI), duly Signed and stamped on the Letter Head of their Organization. The bidder shall submit No-Deviation Certificate along with above.

Bidder shall submit technical data sheet by highlighting each complied specification. Wherever technical specifications and operational/functional requirements are not mentioned in the datasheet, OEM compliance shall be submitted.

- 1.5** The Client's tender for Providing Solar Highway Lighting at 104 nos of locations in the stretch from Km 741.255 to Km 1022.494 on Anakapalli – Annavaram – Diwancheruvu section of NH-16, Diwancheruvu – Siddhantham – Gundugolanu section of NH-216A, Gundugolanu - Devarapalli - Kovvuru from km 15.320 to Km 85.204 section of NH-16 and Kathipudi – Start of Kakinada Bypass from Km. 0.000 to Km. 27.500 section of NH 216 in the State of Andhra Pradesh, as part of rectification of MoRT&H identified Blackspots & Accident spots vide NIT No. 01/PIU/RJY/2025, dated 13.01.2025 and its amendments forms an integral part of this EOI. The client RFP can be downloaded from <https://etenders.gov.in>

1.6 BID SECURITY (EARNEST MONEY DEPOSIT)

EMD amount is **Rs 5,00,000/- to be submitted with the bid**. Balance EMD amount of **Rs 22,00,000/-** to be paid by bidder on becoming L1 after the tender evaluation but before submission of the bid by TCIL to client.

EMD amount can be submitted in the form of **Demand Draft (DD)** drawn in favour of “Telecommunications Consultants India Limited” payable at New Delhi along with the bid, OR in the form of a **Bank Guarantee (BG)** / e-BG in the prescribed format (Section-8) from a SFMS enabled Scheduled Commercial Bank through SFMS Platform OR as an **Insurance Surety Bond** as per format given in Section-22 OR **Fixed Deposit Receipt (FDR)** OR **Bankers Cheque**.

The validity period of Bid Security / EMD (in any form) should be 195 days.

Details of beneficiary for issue of BG under SFMS Platform is as below:

Name of Beneficiary and its Details	Name	Telecommunications Consultants India Limited
	Address	TCIL Bhawan, Greater Kailash-1, New Delhi-110048
Name of Beneficiary Bank and its Details	Name	ICICI Bank Limited
	Account No	000705005880
	Address	9-A PHELPS Building, Connaught Place, New Delhi- 110001
	Unique Identifier Code	TC503394486 (UID to be mentioned in field 7037 of the BG advising message code)
	IFS Code	ICIC0000007

EMD can also be paid through the following prescribed electronic modes of payment (**UTR No. is to be provided by bidder in the technical online bid**):

- Debit card powered by RuPay
- Unified Payment Interface (UPI) (BHIM-UPI) – TCIL VPA ID – **tcil80@ICICI**
- Unified Payment Interface (UPI) Quick Response Code: As below.
- Bank details for NEFT: same as given above.



Note: Bids received without Bid Security (EMD) may be summarily rejected.

1.7 TENDER FEES

Tender Fees is **Rs. 11,800/-** (including GST)-Non refundable

- Debit card powered by RuPay
- Unified Payment Interface (UPI) (BHIM-UPI) – TCIL VPA ID – **tcil80@ICICI**
- Unified Payment Interface (UPI) Quick Response Code: As below.
- Bank details for NEFT: same as given above.



Notes for EMD and Tender Fees Exemption:

- a) Micro & Small Enterprises (MSEs) (For goods and services tenders) and Start-up Enterprises are exempted from the payment of EMD & Tender Fees.
- b) To avail benefits prescribed in the tender for **Start-up Enterprises**, the bidder shall submit their registration certificate issued by DIPP/DPIIT. Non-submission of requisite proof shall be treated as non-Start-up Enterprise bid.
- c) To avail benefits prescribed in the tender for Micro & Small Enterprises (MSEs), the bidder shall submit Udyam Certificate for item/services (mentioned in this tender) along with a certificate from their Statutory Auditors certifying the amount of investment in plant and machinery by Micro and Small Enterprise in accordance with provisions of MSMED Act 2006 to be read with notifications No SO 2119(E) dated 26.06.2020. Non-submission of requisite proof and certificate from statutory auditors shall be treated as non-MSE bid.
- d) Traders/ resellers / distributors/authorized agents will not be considered for availing benefits under MSME Act 2006 and PPP Policy 2012 as per MSE guidelines issued by MoMSME.
- e) MSEs who are manufacturer of Goods /Items and provider of Services, need to ensure that ALL delivered Goods/items and Services of the tender are listed in their MSME/NSIC certificate. Partial listing of Goods/Services in their certificate shall render MSEs ineligible for benefits.
- f) The bids submitted without bid security/tender fees or inadequate bid security/tender fees will be rejected. No interest shall be payable on bid security amount.
- g) If bid security/tender fees is submitted as BG/DD, it should reach o/o Tender Accepting Authority, TCIL Bhawan, 4th Floor, Greater Kailash-I, New Delhi-110 048 within the last date & time stipulated for bid submission in the tender.
- h) The EMD/Bid Security of unsuccessful bidder shall be returned as promptly as possible but not later than 30 days after expiry of the bid validity period.
- i) The EMD/Bid Security may be forfeited if:
 - a. If the Bidder withdraws his bid during the period of bid validity specified by the Bidder on the Bid form or
 - b. fails or refuses to execute the Contract, if required; or
 - c. The successful bidder fails to submit performance security within the prescribed time. or
 - d. The proceeds of EMD shall be payable to TCIL in case of breach of any of the terms and conditions of the contract/PO/tender by the vendor.

1.8 EVALUATION

- a) TCIL shall evaluate bids in respect to substantive responsiveness of the bid or otherwise. TCIL shall carry out detailed evaluation of the substantially responsive bids only.
- b) A bid determined as substantially non-responsive technically/financially shall be rejected, even after opening the price bid.
- c) TCIL may waive any minor infirmity or non-conformity or irregularity in the bid which does not constitute a material deviation.

- d) Among all technically qualified bids, the lowest bid will be termed as L1 (excluding taxes) derived from Price Bid Schedule. The Purchase Preference needs to be given as per Purchase Preference defined in this EOI.
- e) If there is a discrepancy between the unit price and total price that is obtained multiplying the unit price and quantity, the unit price shall prevail and the total price shall be corrected.
- f) NPV BASED EVALUATION CRITERIA: Deleted

1.9 VALIDITY PERIOD OF BID

Bid shall remain valid for **195 days**, from the date of bid submission to the client. The bid valid for a shorter period shall be rejected as non-responsive.

In exceptional circumstances, TCIL may request the bidder for an extension to the period of bid validity if same is extended by end client and accordingly, the bid security shall also be suitably extended by the bidder.

1.10 IP PROGRAMME

As a part of implementation of Integrity Pact Programme (IPP) in TCIL, all tenders with the estimate value equal to or exceeding the threshold value will be covered under the Integrity Pact Programme (IPP) and the vendors are required to sign the IP document and submit the same to TCIL before or along with the bids. Latest IP document is available at TCIL website (www.tcil.net.in) Link-https://www.tcil.net.in/integrity_pact.php. Even in case of tenders with the estimated value less than the threshold value, the vendors would be required to sign the IP document if the total value of the Purchase Orders (POs) exceeds the threshold value in respect of:

- Multiple/repeat POs on the single vendors against a tender.
- POs placed on multiple vendors against a tender.

Only those vendors who have signed the IP document can send their grievances, if any, to the Independent External Monitors (IEMs) through the nodal officer, i.e., Chief Vigilance Officer (CVO). TCIL in the prescribed proforma.

NAME OF IEMs WITH THEIR CONTACT DETAILS:

- 1) Shri Anil Kumar Shrivastava, Independent External Monitor Email ID: anilifs86@gmail.com
- 2) Shri Harishwar Dayal, Independent External Monitor E mail ID: dayalagra@gmail.com

NAME and CONTACT DETAILS OF NODAL OFFICER (IP) IN TCIL:

Shri Pramod Kumar Choudhary, Chief Vigilance Officer E-mail ID: cvotcil@tcil.net.in

If the Order, with total value equal to or more than the threshold value, is split to more than one vendor and even if the value of PO placed on any/each vendor(s) is less than the threshold value, IP document having been signed by the vendors at bid stage itself, the Pact shall continue to be applicable.

In respect of tenders for Pre-bid tie up/Expression of Interest (EOI): In case of TCIL getting the Order from the client, before placement of Purchase Order/Work Order on technically & commercially qualified vendor, the selected vendor is required to sign the IP document.

IP document shall be in plain white sheet and to be signed by the vendor and TCIL with two witnesses from each party. The name, designation, company etc. of the persons signing the IP document and the project/tender name shall be clearly mentioned. All pages of the IP document shall be initialed by both parties along with company seal.

Tender received without a signed & stamped copy of the Integrity Pact document will be liable to be rejected, and the bidder himself will be responsible for that.

1.11 INTEGRITY PACT

- a) This EOI is covered under the Integrity Pact Programme of TCIL and bidders are required to sign the Integrity Pact Document and submit same to TCIL before or along with the bids.
- b) The integrity Pact Agreement duly signed and stamped by Authorized Signatory & Witnesses has to be submitted in physical form at the time of bid submission. In case of consortium bid, the lead partner shall sign as authorized signatory and the consortium partner as witness.
- c) EOI received without a signed copy of the Integrity Pact document will be liable to be rejected.
- d) In case of Joint Venture, all partners of the joint venture should sign the Integrity Pact. In case of sub-contracting, the Principal Contractor shall take the responsibility of the adoption of IP by the sub-contractor. It is to be ensured that all sub-contractors also sign the IP.
- e) Mediation Clause

In the event of any dispute between management and the contractor relating to those contracts where integrity pact is applicable, in case, both the parties are agreeable, the dispute may be settled through mediation before the panel of IEMs in a time bound manner. If required, the organizations may adopt any mediation rules for this purpose.

In case the dispute remains unresolved even after mediation by panel of IEMs, the organization may take further action as per terms and conditions of the contract.

1.12 SIGNING OF NON-DISCLOSURE AGREEMENT (NDA)

Bidders interested to participate in a EOI, where client requires signing of NDA, then bidder also have to sign a NON-DISCLOSURE AGREEMENT with TCIL on a non-judicial stamp-paper of Rs. 100, and the required EOI document fee has to be deposited to TCIL. In case the bid is to be submitted by a consortium, NDA should be signed by each partner of the consortium. Participation without compliance to the above shall be invalid and such bids will not be considered by TCIL.

1.13 AUTHORIZATION LETTER / BOARD RESOLUTION

The bidders need to submit board resolution along with authorization Letter in Online mode authorizing the signatory to act on behalf of the bidder. The Authorized person should be either authorized by Board or a employee authorized by one of the following person who has the Board Resolution to delegate authorization to other:

1. Managing director
2. The Chief Executive Officer
3. The Manager
4. The Company Secretary
5. The Whole-time director
6. The Chief Financial Officer

The bidder should ensure that the Digital Signature used for uploading the tender document in e-tender portal should be of the authorized signatory.

1.14 MOU / AGREEMENT

The selected bidder will have to sign a MoU with TCIL (as per format enclosed) before TCIL submits bid to the end client.

1.15 SUBMISSION OF FORGED DOCUMENTS

Bidders should note that TCIL may verify authenticity of all the documents/certificate/information submitted by them against the EOI. In case at any stage of this process, if it is established that bidder has submitted forged documents/certificates/information towards fulfillment of any of the EOI/contract conditions, TCIL shall immediately reject the bid of such bidder(s) or cancel/terminate

the contract and forfeit bid security / Performance Security submitted by the bidder and debar them from participation in future tenders of TCIL for a period up to 2 years.

1.16 CLARIFICATION FROM BIDDERS

The queries may be asked from bidders for submitting shortfall to be submitted within specified date and time. Also, every document submitted against following queries should be signed by the person authorized as per Authorization letter / Board Resolution submitted by bidder against tender, without which the documents will not be accepted as valid.

1.17 REGISTRATION OF MSE VENDORS

All MSE bidders may be registered on TReDS platform (<http://www.rxil.in>) and MSME-SAMADHAAN portal. Participating MSE bidders shall submit an undertaking regarding the same.

1.18 The bidder must ensure that their bid is complete in all respects and conforms to EOI terms and conditions, EOI specifications etc. including client specifications, failing which the bids are liable to be rejected without seeking any clarifications on any exception/deviation taken by the bidder in their bid.

1.19 TCIL reserves the right to accept or reject any or all the EOIs without assigning any reason.

1.20 On award of work of the Tender/Work/Project, the vendor shall provide its GeM Seller id to TCIL (not applicable for “works” contract or non-Indian vendor).

1.21 CONTACT INFORMATION

Project Division:

Mr Aravind Kumar , DGM (IT&BD)
Mobile: 9868134321
Email: aravind.kumar@tcil.net.in

Mr Manish Kumar, Manager(DC&CS)
Mobile: 9650476381
Email: manishkumar@tcil.net.in

END OF SECTION-1