

**ITI LIMITED**  
( A Government of India Undertaking )



**EXPRESSION OF INTEREST (EOI)**  
**FOR SELECTION OF A CONSULTANT FOR THE ESTABLISHMENT AND**  
**COMMISSIONING OF A SOLAR MODULE MANUFACTURING PLANT AT ITI**  
**LIMITED, NAINI, AND RELATED OPERATIONS.**

**EOI Enquiry No.:** ITI/NNI/BD/SML/2025/02

**Dated:** 01st October, 2025

**Chief Manager- P & BD**  
**ITI Limited, Naini**  
**Mirzapur Road, Naini, Prayagraj –**  
**211010 (UP) INDIA,**  
**Ph: 6307182604/9450605406**  
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**Website: <http://www.itiltd.in>**



# ITI LIMITED

( A Government of India Undertaking )

Mirzapur Road, Naini,  
Prayagraj – 211010 (UP) INDIA

## **Short Expression of Interest (EOI)**

**EOI Enquiry No.:** ITI/NNI/BD/SML/2025/02

**Dated:** 01st October, 2025

ITI Limited invites Expression of Interest (EOI) for Selection of a Consultant for the Establishment and Commissioning of a Solar Module Manufacturing Plant at ITI Limited, Naini, and related operations as per specification given in Scope of Work of Bid Document.

Scope of Work	Selection of a Consultant for the Establishment and Commissioning of a Solar Module Manufacturing Plant at ITI Limited, Naini, and related operations as per specification given in Scope of Work of Bid Document.
Tender Fees (Rs)	Rs. 5900.00
Earnest Money Deposit (Rs)	1.00 Lakh

Interested parties may view and download the document containing the detailed terms & conditions, from the websites: - [www.eprocure.gov.in](http://www.eprocure.gov.in), <https://www.itiltd.in> & <https://itilimited.ewizard.in>. The tender will be submitted exclusively through the <https://itilimited.ewizard.in> portal in online mode.

The details of ITI's bank account for EMD & RfP Fee amount are as below:

- Beneficiary Name : ITI Limited, Naini
- Account Number/IBAN : 43069550659
- IFSC Code : SBIN0003486
- Beneficiary Bank Name : State Bank of India
- Beneficiary Bank Address : ITI Complex, Naini, Mirzapur Road, Naini, Prayagraj- 211010 (UP) INDIA

**Note:** For the bidder who submitted a bid under EoI Ref. No. ITI/NNI/BD/SML/2025/01 dated 3rd September 2025, the EMD will be adjusted in this EoI.

**For ITI LIMITED**  
**Chief Manager- P & BD**

**Important dates**

Date of Issue/Publishing	01/10/2025 (17:00 Hrs)
Last date of receipt of Clarification	06/10/2025 (17:00 Hrs)
Last Date and Time for Submission of Bid	15/10/2025 (10:00 Hrs)
Date and Time of Opening of Technical Bid	15/10/2025 (10:30 Hrs)
Date and Time of Opening of Financial Bid	Will be intimated to technically qualified bidders

In case of any clarifications on this notification and technical requirement, please contact –

**Asst. Manager – Business Development**

**ITI Limited, Naini**

**Mirzapur Road, Naini, Prayagraj –**

**211010 (UP) INDIA,**

**Ph: 6394793179**

**Email: [pradeep\\_nni@itilttd.co.in](mailto:pradeep_nni@itilttd.co.in)**

**Website: <http://www.itilttd.in>**

## **INTRODUCTION**

ITI Limited, a Public Sector Undertaking under the Department of Telecommunication, Ministry of Communication and IT, is a leading telecom equipment manufacturer and total solution provider in India. ITI has diversified in to solar project business and has established state of the art solar module manufacturing line of capacity 18 MWp per annum. IT Limited is an ISO 9001, ISO 14001 and ISO 18001 certified manufacturing unit. Presently major customers of ITI are BBNL, BSNL, MTNL, defense, paramilitary forces and railways. The company has executed various turnkey orders such as Bharat-Net, Telecom Towers, UP Police headquarters. ITI make PV module are certified with BIS 14286 certification for wattage range from 40Wp to 325Wp.

## **Objective/Purpose**

The purpose of this Short Expression of Interest is for Selection of a Consultant for the Establishment and Commissioning of a Solar Module Manufacturing Plant at ITI Limited, Naini, and related operations as per specification given in Scope of Work of Bid Document. The scope of work is included following activities: -

1. Establishment of a Solar Module Manufacturing Line including up to six months of operational support, assistance in pursuing new business opportunities, and help with obtaining necessary certifications, under two possible ownership models outlined below.
2. Optimization of Bill of Materials (BoM) pricing to align with current solar market rates.

The detailed scope of work is as follows: -

The selected Consultant shall provide end-to-end strategic advisory support to ITI Limited in evaluating and initiating the investment in a solar module manufacturing plant under one of two possible ownership models:

- (a) 100 % ITI-owned (self-development), or
- (b) a PPP/co-investor model.

**ITI will award the work order for only one of these models.**

The scope will include, but not be limited to, the following activities:

### **Strategic Assessment & Business Model Evaluation**

- Analyze global and Indian market trends in solar module manufacturing (demand, supply chain, competitors, policy drivers).
- Recommend an **appropriate plant size (capacity range 500 MW – 1 GW)** and **location strategy**, considering land, utilities, logistics, market access, and policy incentives.
- Evaluate the **two development models** (assessment of financial implications, sizing, and technology choice, investor structuring, potential co-investment opportunities, and operational/marketing efficiency):
  - 100% ITI-owned
  - PPP model
- Provide a **high-level financial viability comparison** between the two models (CAPEX, OPEX, IRR, sensitivity scenarios).

### **Stakeholder Engagement**

- Conduct a **Strategy Workshop** with up to 3 Strategic Business Units (SBUs) of ITI Limited (inside ITI premises) to select the most suitable model.
- Facilitate **one Risk Assessment Workshop** at ITI office and prepare a **Risk Register** with identified risks, likelihood, impacts, and mitigation strategies.
- Conduct an **anonymous survey** (internal ITI employees) as supplementary input for risk analysis.

### **PPP Model Support (if chosen)**

- Prepare and float an **Expression of Interest (EOI) for prospective investors** within 45 days along with an indicative business plan.
- Support ITI in conducting **market sounding** to gauge investor interest.
- Shortlist potential investors for further due diligence (shareholder agreement not in scope).

### **Self-Development Model Support (if chosen)**

- Prepare and float an **EOI for technology providers (cell-to-module assembly line only, latest technologies like TopCon, HJT, bifacial, etc.)** within 60 days.
- Assess and shortlist technology providers.

## **Deliverables**

- **Inception Report** (within 2 weeks): Approach, timeline, detailed work plan.
- **Strategy & Options Paper:** Comparative analysis of PPP vs Self-development.
- **Workshop Outputs:** Presentations, survey results, risk register.
- **EOI Documents** (for investors or technology providers).

**Final Report:** Summary of findings, shortlisted investors/technology providers, and strategic roadmap.

## **Earnest Money Deposit (EMD)**

The EMD amount of **Rs. 100000.00 (Rs. One Lakhs only)** shall be submitted by the bidder along with the bid. No interest shall be payable on the EMD. Photocopy of EMD must be submitted separately. The validity of EMD shall be for a period of six months from the Bid Deadline. The EMD amount of successful bidder may be converted to Performance Security/ Security Deposit at the time of placement of Purchase Order. EMD must be submitted in the form of DD/RTGS/NEFT/BG. The DD/Bank Guarantee must be in favor of "ITI Limited, Naini", payable at Prayagraj.

**Exemption from submission of EMD:** No bidder is exempted to submit EMD amount.

## **Performance Security**

The successful bidder who will be selected, shall have to furnish a security amount equivalent to 5% of total value of the work order valid for a period of 9 months from the date of work order. The Performance Security shall be deposited in shape of Demand Draft or Bank Guarantee and shall be returned after the performance warranty period is over. The said amount may be forfeited partially or fully for failure to fulfill the terms and conditions of agreement. The Bank Guarantee should be enforceable and payable at the place mentioned in the EOI. No interest will be accrued on the Performance security amount.

**Taxes & Duties:** Relevant Taxes in line with GST i.e. SGST/CGST or IGST to be considered by the bidder. Taxes rate and nature will be on back-to-back basis.

## **EOI Type:** Two Bid System

Bids are to be submitted in two parts namely:

- (1) Technical Bid and

(2) ) Financial Bid.

The financial bids of only those bidders will be opened who are technically qualified.