

ITI LIMITED
(A Government of India Undertaking)



REQUEST FOR PROPOSAL (RfP)

FOR

SELECTION OF

SUITABLE BUSINESS PARTNER FOR ESTABLISHMENT OF A 500 MW
AUTOMATIC SOLAR PHOTOVOLTAIC (SPV) MODULE
MANUFACTURING LINE AT ITI LIMITED, NAINI, PRAYAGRAJ, UNDER
A PUBLIC-PRIVATE PARTNERSHIP (PPP) / DEVELOPER-OPERATOR
MODEL

RFP Enquiry No.: ITI/NNI/BD/SMML/2026/01

Dated: 14th, March, 2026

Dy. General Manager- P & BD

Mirzapur Road, Naini, Prayagraj

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REQUEST FOR PROPOSAL (RfP)

RFP Enquiry No.: ITI/NNI/BD/SMML/2026/01

Dated: 14th, March, 2026

ITI Limited invites Request for Proposal (RfP) for selection of Suitable Business Partner for establishment of a 500 MW Automatic Solar Photovoltaic (SPV) Module Manufacturing Line at ITI Limited, Naini, Prayagraj, under a Public-Private Partnership (PPP) / Developer-Operator Model.

Scope of Work	Establishment of a 500 MW Automatic Solar Photovoltaic (SPV) Module Manufacturing Line at ITI Limited, Naini, Prayagraj, under a Public-Private Partnership (PPP) / Developer-Operator Model.
RfP Cost (Rs)	Rs. 10000.00 (In the form of DD/ through eWizard portal) DD should be in Favor of "ITI Limited, Naini" and payable at SBI ITI Complex Naini.
EMD	Rs. 10 Lakh with 180 days validity (In the form of DD/through eWizard portal/BG) BG/DD should be in Favor of "ITI Limited" and payable at SBI ITI Complex Naini.

Interested parties may view and download the document containing the detailed terms & conditions, from the websites: - 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.

Note: All MSMEs notified as per GFR 2017 clause no. 1.10.4 shall be exempted from payment of Tender Document Fee and Bid Security/ Earnest Money Deposit. For claiming this exemption, MSME must, along with their offer, provide proof of their being registered as MSME (indicating the terminal validity date of their registration) for the item tendered, with any agency mentioned in the notification of Ministry of MSME.

For ITI LIMITED
DGM – P & BD

Earnest Money Deposit (EMD)

- Rs. 10 Lakh (In the form of DD/ through eWizard portal/BG) DD/BG should be submitted in Favor of “ITI Limited, Naini” and payable at SBI ITI Complex Naini.

- The Earnest Money so deposited will be liable for forfeiture: -

a) If the Bid which it covers, is withdrawn before the Bidder received formal intimation as to the ITI ‘s decision in regard to the RfP within validity of the Bid,

OR

b) If the successful Bidder fails to deposit the security deposit.

- Earnest Money Deposit of the successful Bidder will be refunded after furnishing Performance guarantee. The EMD of the unsuccessful bidders shall be returned after the declaration of successful Bidders.

Important dates

Date of Issue/Publishing	14/03/2026 (17:00 Hrs)
Last date of receipt of Clarification	24/03/2026 (17:00 Hrs)
Last Date and Time for Submission	04/04/2026 (17:00 Hrs)
Date and Time of Opening of Technical Bid	06/04/2026 (10:00 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 – Production & Business Development

ITI Limited, Naini

Mirzapur Road, Naini,

Prayagraj – 211010 (UP) INDIA,

Ph: 6394793179

Email: pradeep_nni@itiltd.co.in

Website: <https://www.itiltd.in>

Performance Bank Guarantee (PBG)/Security Deposit: -

The Letter of Intent (LOI) will be issued to the successful bidder. The successful bidder shall submit a security deposit of **Rs. 50.00 lakh**, valid for **15 months**, in the form of **FDR/CDR or Bank Guarantee**, within the period specified in the LOI. Failure to do so will be construed as the bidder's lack of interest in the establishment of the Solar Module Line at ITI Limited, Naini. In such a case, the EMD submitted by the bidder will be forfeited by ITI Limited.

Return of Deposits and forfeiture of Deposits: -

- In case the Bidder is not selected, ITI shall release the EMD or will return Bank Guarantees towards EMD after thirty days of the issue of LOI to Selected Bidder.
- The EMD/Security Deposit shall be forfeited or Bid Security Declaration (wherever applicable) shall be executed under following condition.
 - a) If the Bidder withdraws the Bid or seeks to modify, alter, add or subtract or put any rider on any ground whatsoever, after last date and time for submission of Bid and during the period of Bid Validity.
 - b) In case of successful Bidder, if the Bidder fails within the specified time limit or extended time limit to:
 - i. Establish a 500 MW solar photovoltaic (SPV) module manufacturing line at ITI Limited's Naini facility within the specified project timeframe.
 - ii. Furnish the required Performance Security; or
 - c) If the Bidder indulges in any type of unfair or corrupt practice or submit any false information;
 - d) If the Bidder indulges in any type of Bid rigging, Collusive Bidding or any other type of Anti-Competitive Activity.

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. ITI Limited is an ISO 9001, ISO 14001 and ISO 45001 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.

The RfP is invited for selection of Suitable Business Partner for Establishment of a 500 MW Automatic Solar Photovoltaic (SPV) Module Manufacturing Line at ITI Limited, Naini, Prayagraj, under a Public-Private Partnership (PPP) / Developer-Operator Model.

SCOPE OF WORK

ITI Limited invites Request for Proposal (RfP) from interested Bidder(s) or Bidding Consortium and/ or any Consortium Member thereof ("Bidders") for selection of Suitable Business Partner for Establishment of a 500 MW Automatic Solar Photovoltaic (SPV) Module Manufacturing Line at ITI Limited, Naini, Prayagraj, under a Public-Private Partnership (PPP) / Developer-Operator Model. The responsibility of the Successful Bidder(s) would be for establishment of 500 MW Solar Module Manufacturing Line and sell of Manufactured Solar Module.

For the above scope of work, ITI invites Request for Proposal (RfP) from interested Bidder(s), who are fulfilling the **eligibility conditions** as stated in RfP.

Interested parties may view and download the document containing the detailed terms & conditions, from the websites: - 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.

**For ITI LIMITED
DGM – P & BD**

Responsibility:

a) Responsibility of the Bidder:

1. The Bidder shall supply, install, and commission a **500 MW Automatic Solar Photovoltaic (SPV) Module Manufacturing Line** at ITI Limited, Naini, Prayagraj. This project will operate under a Public-Private Partnership (PPP) or Developer-Operator model. The Bidder is responsible for all costs associated with ensuring successful and efficient operations. It is strongly advised that Bidders thoroughly inspect the site to assess all requirements prior to bid submission.
2. The Bidder shall also be responsible for the **refurbishment of the hangar/area** provided by ITI Limited, Naini. This includes all civil works, lighting, security arrangements, and any other necessary infrastructure for the 500 MW Automatic Solar Module Manufacturing Line, all at the **Bidder's own expense**.
3. All permits and clearances required for setting up of the **500 MW Automatic Solar Photovoltaic (SPV) Module Manufacturing Line** at ITI Limited, Naini, Prayagraj including those required from State Government and local bodies shall be in the scope of the bidder. However, ITI will facilitate in getting the necessary permits and clearances.
4. The installation and commissioning of the 500 MW Automatic SPV Module Manufacturing Line at ITI Limited, Naini, shall not obstruct or damage existing underground pipelines, cables, or other utilities. During any building maintenance or strengthening work, the Bidder must ensure the integrity of this infrastructure. Any additional expenditure incurred due to such interference or damage shall be borne solely by the Bidder.
5. The Successful Bidder shall be responsible for identifying and selecting purchasers for the manufactured SPV modules. However, the **selling price** of the modules shall be **determined jointly** by ITI Limited and the Successful Bidder.
6. The Bidder shall be responsible for all other works necessary for the successful execution and completion of the 500 MW Automatic SPV Module Manufacturing Line within the ITI Limited premises at Naini, Prayagraj.
7. The BIS/ALMM and other required certifications for the manufactured SPV modules shall be obtained in the name of ITI Limited, Naini. The cost associated with such certifications, including sample preparation and any other related requirements, shall be within the scope of the successful bidder.

8. The costs associated with the successful operation of the Solar Module Manufacturing Line, including Labour costs, raw material costs, AMC (Annual Maintenance Contract) costs of the machines, and any other expenses required for the successful operation of the installed manufacturing line for the entire project duration, shall be within the scope of the bidder.

b) Responsibility of ITI:

1. ITI Limited shall provide a **hangars/building of approximately 7,500 sq. m** at its Naini plant (Mirzapur Road, Prayagraj) for the establishment of the **500 MW Automatic SPV Module Manufacturing Line**. The specific hangar or building shall be finalized following a joint inspection by the Developer and ITI Limited. Bidders are required to visit the project site as specified in the RfP.
2. ITI shall grant the Successful Bidder the right to use the designated hangar/building for the establishment of a 500 MW Automatic SPV Module Manufacturing Line. This right-to-use shall be valid for a tenure of **4 years and 11 months** post-CoD, while the **title and ownership** of the building remain with ITI. Any additional area required for project-related works shall similarly be provided on a right-to-use basis. A formal MoU shall be executed to define the terms of this occupancy. Any extension of the contract period shall be subject to **mutual agreement and joint written consent** of both parties.
3. Provide Electricity Supply (Charges will be paid by bidder on actual basis).
4. Provide Water Supply (Charges will be paid by bidder).
5. Opening of ESCROW account to share the revenue as per agreed ratio.
6. ITI Limited shall nominate a **Nodal Officer** to serve as the primary point of contact for the Successful Bidder. The Nodal Officer will coordinate all matters relating to **site visits**, the provision of **layout plans**, and the allocation of space for the establishment of the 500 MW Automatic SPV Module Manufacturing Line.

1. **PRE-QUALIFYING REQUIREMENT:**
QUALIFYING REQUIREMENTS

	Particulars	Valid Documents Requirement
A.	TECHNICAL CRITERIA:	
1	<p>The Bidder should be incorporated in India under Companies Act, 1956 or 2013/ and further amendment(s)</p> <p style="text-align: center;">Or</p> <p>A Limited Liability Partnership Firm (LLP) registered under section 12 of Limited Liability Partnership Act, 2008</p> <p style="text-align: center;">Or</p> <p>Partnership firm, registered under section 59 of the Partnership Act, 1932.</p>	A copy of certificate of incorporation should be furnished along with the bid in support of above.
2	The Bidder should be into solar business for not less than 3 years prior to the date of bid submission.	A copy of certificate of incorporation should be furnished along with the bid in support of above.
3	The Bidder shall have a cumulative experience in the supply of at least 50.0 MW of Solar Photovoltaic (SPV) modules during the preceding five financial years (FY 2020-21 to FY 2024-25). This experience may include projects executed for any DISCOM, State Government, Central Government, or Private Sector entity within India.	<p>The copies of Work Awards/PO's/ Agreement shall be uploaded.</p> <p>A required experience certificate must be issued by a competent authority from SNA / Government / Semi-Government Organization / Statutory Bodies / SECI / DISCOM / Private Organization.</p>
4	The bidder shall upload documents of (a) PAN Card & (b) GST Registration certificate	Documents shall be uploaded.
5	The Bidder shall upload Power of attorney on non-judicial stamp paper of appropriate value.	The PoA of bidder shall be uploaded.

B	FINANCIAL CRITERIA:	
1	The Bidder should have Minimum Average Annual Turnover (MAAT) of 30.0 Cr, during 3 FY out of last 5 preceding Financial Years (i.e., FY 2019-20, 2020-21, 2021-22, 2022-23 & 2023-24)	Bidder should upload mandatorily all Audited Balance sheet, CA certified profit & loss account statements for the last Five years (i.e., FY 2019-20, 2020-21, 2021-22, 2022-23 & 2023-24) scanned and uploaded in original.
2	Bidder(s) should have Positive (+ve) Net worth at the close of the preceding financial year.	Auditor's certificate shall be submitted for the same.

Note: Relaxation regarding prior experience and prior turnover criteria will be provided to startups and medium enterprises as per the Department of Industrial Policy & Promotion (DIPP)'s D.O. letter No. 12(11)/2017-SI, dated June 22, 2017.

INSTRUCTIONS TO BIDDERS

1. The bidders are requested to submit their bid prior to last date of submission.
2. ITI may modify, amend or supplement this RfP Document including without any prior notice.
3. This Request for Proposal (RfP) document is not an agreement or offer by the ITI to the prospective Bidders or any other party. The purpose of this RfP is to provide interested parties with information to assist the formulation of their Bid.
4. While this RfP document has been prepared in good faith, neither the ITI nor their employees make any representation or warranty, express or implied, or accept any responsibility or liability, whatsoever, in respect of any statements or omissions herein, or the accuracy, completeness or reliability of information, and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this RfP, even if any loss or damage is caused by any act or omission on their part.
5. The Bidder shall provide a single margin in the price bid for the complete duration of the project. Bids proposing different margins for individual years will not be entertained and shall be deemed non-responsive and disqualified.
6. Bidders are advised to visit the site, hangars, and buildings to ascertain all existing conditions before submitting their proposals. No claims regarding site conditions shall be entertained post-submission. Prior to the site visit, Bidders must obtain written permission from ITI Limited.
7. Cutting/overwriting, if any in the figures of the RfP documents is required to be clarified/indicated in words, duly signed, failing which the bid may be rejected.
8. Deviation of any kind will not be accepted in the non-financial & financial bid. Such deviations shall be ignored. Conditional bids are liable to be rejected.
9. All the required information shall be furnished strictly in the prescribed Formats only. Any information indicated other than the prescribed Formats shall not be entertained. The bid shall be evaluated on the basis of information furnished in the prescribed Formats only.
10. ITI, if desired so, may advise any bidder to furnish the documents in original or copy thereof duly attested by Notary for verification, in physical form on short notice of three days.

11. Bidders should provide complete information at the time of submission of bid. If the bidders are asked to furnish some more clarification/confirmation/documents, they shall be required to furnish the same within specified time, failing which the case shall be finalized /decided on the basis of available information/documents. Bidder shall be responsible for ignorance of their bid on account of delay in furnishing of desired information/documents up to the specified time. However, if there are any shortcomings in the submission of the information which does not materially affect the qualification criterion, then the Bid Evaluation Committee shall have the power to consider the facts on the merit of the case and decide the bid evaluation accordingly.
12. During the preparation of the hangars/buildings for the establishment of the 500 MW Automatic SPV Module Manufacturing Line, any damage caused to the ITI buildings/hangars shall be the responsibility of the successful bidder. The successful bidder shall rectify such damage at its own cost.
13. The BIS/ALMM and other required certifications for the manufactured SPV modules shall be obtained in the name of ITI Limited, Naini. The cost associated with such certifications, including sample preparation and any other related requirements, shall be within the scope of the successful bidder.
14. The above-mentioned scope of work is purely revenue-based, with no financial liability on ITI during the installation and commissioning (I&C) and operation period, up to the project timeline of 4 years and 11 months or any extended project timeline. During this period, all liabilities shall fall within the scope of the successful bidder.
15. The period for the establishment of the 500 MW Solar Manufacturing Line at ITI Limited, Naini shall be 12 months. Any extension of the project timeline may be granted upon a written request from the bidder, clearly stating the reasons for the delay. If the bidder fails to complete the project within the stipulated project timeline, punitive action may be taken against the successful bidder.
16. The responsibility for all civil work, electrical work, and the installation of machinery/equipment shall lie entirely with the bidder. The bidder shall also provide all necessary materials, labour, and equipment required to complete the project within the stipulated timeline and in compliance with all applicable regulations and guidelines.

TECHNOLOGY

The bidder is free to choose any Solar PV Module manufacturing technology, such as Mono, Mono-PERC, TOPCon, Bifacial, HJT, or any other PV technology. The manufactured solar modules must comply with the latest IS/IEC standards and shall be approved by MNRE, Government of India. Under this RfP, it is proposed to promote only established and operational technologies in order to minimize technology risk.

GENERAL TERMS AND CONDITIONS

1. The successful bidder shall satisfy themselves with the environmental conditions and related parameters of the site. Based on these parameters, the successful bidder shall ensure the establishment of the Solar Module Manufacturing Plant.
2. The successful bidder shall submit a detailed proposal regarding the installed plant capacity, expected annual production, and the sales arrangement for the manufactured SPV modules within two (2) months from the date of issuance of the Letter of Award (LoA).
3. The work related to the setting up of the Solar Module Manufacturing Line will be monitored and supervised by ITI.
4. The aforesaid project shall be carried out in accordance with the applicable Solar Energy Policy of the Government of Uttar Pradesh and/or Government of India, as applicable. The successful bidder shall comply with all provisions of the relevant policy, including any amendments, modifications, or updates thereto.
5. The terms and conditions for the sale of the manufactured SPV modules shall be decided jointly by ITI Limited and the successful bidder. All amounts received from the sale of the manufactured SPV modules shall be deposited into an escrow account opened in the names of ITI Limited and the successful bidder. The disbursement of funds from the escrow account shall be made in accordance with the agreed ratio between ITI Limited and the successful bidder.
6. Solar modules manufactured on the installed Solar Module line in accordance with the technical specifications shall be produced and supplied by ITI under the brand name "ITI" only.
7. A separate commercial agreement shall be executed between ITI Limited and the successful bidder in the event that ITI issues a work order to the successful bidder for SPV module supply.