SHORT EXPRESSION OF INTEREST (EOI) 
FOR 
SELECTION OF BUSINESS ASSOCIATES 
FOR 
DESIGN, SUPPLY, INSTALLATION, COMMISSIONING WITH 5 
YEARS COMPREHENSIVE WARRANTY & MAINTENANCE 
OF 
SOLAR STREET LIGHTING SYSTEM (WHITE-LED BASED) 
WITH LI-FE-PO4 BATTERY 
IN 
VARIOUS DISTRICTS OF UTTAR PRADESH

EOI Enquiry No. : TS/Solar/UPNEDA/SSL, 

Dated: 28th, February, 2019

Dy. General Manager 
Technical Support – ITI Limited, 
Mirzapur Road, Naini, 
Prayag Raj – 211010 (UP) INDIA, 
Ph: 0532-2682346, Fax: 0532-2687345 
Mob: +91-945059 5460 
Email: nkbokade_nni@itiltd.co.in 
Website: http://www.itiltd-india.com
Short Expression of Interest (EOI)

Ref No: TS/Solar/UPNEDA/SSL 28th February, 2019

ITI Limited invites Expression of Interest (EOI) for selection of “Business Associates” for Design, Supply, Installation, Commissioning with 5 years Comprehensive Warranty & Maintenance of Solar Street Lighting System (White-LED based) with Li-Fe-PO4 Battery in Various Districts of Uttar Pradesh.

<table>
<thead>
<tr>
<th>Scope of Work</th>
<th>Selection of “Business Associates” for Design, Supply, Installation, Commissioning with 5 years Comprehensive Warranty &amp; Maintenance of Solar Street Lighting System (White-LED based) with Li-Fe-PO4 Battery In Various Districts of Uttar Pradesh.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnest Money</td>
<td>Rs.75,00,000/- (Rupees Seventy Five Lakhs Only)</td>
</tr>
</tbody>
</table>

Interested parties may view and download the document containing the detailed terms & conditions, free of cost from the website www.eprocure.gov.in and http://www.itiltd-india.com

For ITI LIMITED

Dy. General Manager
Technical Support
## Important dates

<table>
<thead>
<tr>
<th>Date and Time of Event</th>
<th>Date/Time (Hrs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date of Issue/Publishing</td>
<td>28/02/2019 (15:00 Hrs)</td>
</tr>
<tr>
<td>Last date of receipt of Clarification</td>
<td>04/03/2019 (15:00 Hrs)</td>
</tr>
<tr>
<td>Last Date and Time for Submission of Bid</td>
<td>07/03/2019 (11:30 Hrs)</td>
</tr>
<tr>
<td>Date and Time of Opening of Technical Bid</td>
<td>07/03/2019 (16:00 Hrs)</td>
</tr>
<tr>
<td>Date and Time of Opening of Financial Bid</td>
<td>09/03/2019 (11:00 Hrs)</td>
</tr>
</tbody>
</table>

In case of any clarifications on this notification and technical requirement, please contact the following-

1. **Sri Dinesh Kumar**  
   Chief Manager - Mkt  
   Ph: 0532-2687410  
   Email: [dinesh_nni@itiltd.co.in](mailto:dinesh_nni@itiltd.co.in)

2. **Sri N.K Bokade,**  
   Dy. General Manager-Tech Support,  
   Ph: 0532-2682346, Mob: 9450595460  
   Email: [nkbokade_nni@itiltd.co.in](mailto:nkbokade_nni@itiltd.co.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 into solar project business and has established state of art solar module manufacturing line of capacity 23 MW per annum with modern facility and complying ISO 9001, ISO 14001 and ISO 18001. Presently major customers of ITI are BBNL, BSNL, MTNL, defense, paramilitary forces and railways.

ITI Ltd is a registered manufacturer of Crystalline Solar Photovoltaic Module having turn-key Solar Module manufacturing facility at Naini, near Prayagraj (UP) to cater high demand of solar PV module in India. The company has executed various turnkey orders such as Bharatnet, Telecom Towers, UP Police headquarters.

ITI make PV module are certified with IEC 61215, IEC 61730 part I & Part II and IEC 61701 certification for wattage range from 30Wp to 300Wp.

Objective/Purpose

The purpose of this Short Expression of Interest is selection of Business Associates for Design, Supply, Installation, Commissioning with 5 years Comprehensive Warranty & Maintenance of Solar Street Lighting System (White-LED based) with Li-Fe-PO4 Battery in Various Districts of Uttar Pradesh to enable ITI’s participation in the EOI as mentioned below-

End Customer Detail:

Name: Uttar Pradesh New and Renewable Energy Development Agency (UPNEDA)

(Deptt. of Additional Sources of Energy, Govt. of U.P.) Vibhuti Khand, Gomti Nagar, Lucknow, (UP), Tel. No. 91-0522-2720829, 2720652, Tele Fax: 0522-2720779, Website: http://neda.up.nic.in, e-mail: compneda@rediffmail.com

Scope: Design, Supply, Installation, Commissioning with 5 years Comprehensive Warranty & Maintenance of Solar Street Lighting System (White-LED based) with Li-Fe-PO4 Battery in Various Districts of Uttar Pradesh. The details of end customer EOI are-

1. Tender ID/No : UPNEDA/SSL (W-LED)/2019
2. Tender Enquiry Date : 28/02/2019
3. Tender Qty : 30000 Nos
4. Tender Fee : Rs. 41300 (Including 18% GST)
5. Estimated Tender Value : Rs. 75 Cr
6. EMD : Rs. 75 Lac
7. Security Deposit/Performance Guarantee : 10% of total value of the contract in the form of BG
8. Web Link : http://neda.up.nic.in
The end customer EOI documents are available for download at http://neda.up.nic.in. The interested firm may download the documents from the website as mentioned. The successful bidder selected through this EOI will sign agreement & Pre- contract Integrity Pact with ITI. ITI will submit its proposal to customer based on the techno-commercial proposal obtained from the successful bidder.

**Scope of work**

The Scope of work will be as per the end customer EOI and any other corrigendum/ addendum / other documents & instructions issued from the end customer from time to time in this regards. The details of the EOI for which the expression of Interest being called is enclosed along with this inquiry.

**Earnest Money Deposit (EMD)**

The EMD amount will be as per the customer tender requirement. In some EOIs where Central PSU’s are exempted from paying the EMD fee in that case also the bidder has to submit the EMD. The EMD amount of successful bidder may be converted to Security Deposit at the time of placement of Purchase Order.

EMD of **Rs. 75,00,000/- (Seventy Five Lakhs only)** must be submitted through Demand Draft in favoring ITI Limited. The DD must be in favour of “ITI Limited”, payable at Prayagraj with validity of **Six (03) months** from the last date of submission of customer tender. The EMD amount must be submitted by the bidders along with their bids. No interest shall be payable on the EMD.

The details of ITI’s bank account for RTGS/NEFT of EMD amount are as below:

- **Beneficiary Name** : ITI Limited
- **Account Number/IBAN** : 10554066331
- **IFSC Code** : SBIN0003486
- **Beneficiary Bank Name** : State Bank of India
- **Beneficiary Bank Address** : ITI Complex, Naini, Mirzapur Road, Naini, Prayagraj– 211010 (UP) INDIA

Photocopy of EMD must be submitted separately.
**Exemption from submission of EMD:** Micro & Small Enterprise registered with DIC or KVIC or KVIB or Coir Board or NSIC or DHH or any other body specified by Ministry of Micro, Small and Medium Enterprises, Govt. of India are exempted from submission of EMD subject to submission of valid registration certificate with the technical bid. The exemption is valid only for the participation of bidder in ITI EOI. However, if the EMD exempted bidder stands L1 then the respective bidder has to submit the Security Deposit to ITI within 01 week from the date of opening of the financial bid.

**Performance Security**

The successful bidder who will be selected, shall give a performance security (as per the timeline mentioned in the end customer tender) for a period as per end customer tender for the percentage of the bidder order value or fixed amount on prorata basis as per bidder order value 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.

**Additional Security:** Bidder shall submit the additional security equivalent to 5% of PO value in the form of Bank Guarantee issued for any Nationalized Bank or any other scheduled bank registered under RBI. The validity period of additional security will be intimated separately.

**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.

Both technical and financial bids must be submitted in separate envelopes and clearly marked on each envelope as “Technical Bid” and “Financial Bid” respectively. Thereafter, both the envelopes containing technical & financial bid should be put into a separate envelope which should be super scribed as “Bids for EOI No............................

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

Minimum Eligibility Conditions for bidder:

1.1 The bidder is a Manufacturing Company/Firm/ Corporation Registered in India of SPV Cells/ Solar PV Modules / Battery /PV system electronics/DC LED lights (conforming to relevant National / international Standards)

OR

A PV System Integrator having experience in installation, commissioning with 05 years comprehensive maintenance services

1.2 At least 8000 Solar Photovoltaic LED Lighting Systems should have been Supplied/installed/ commissioned under MNRE JNNSM scheme/SNA's/PSU or any other institutes.

(A copy of the order and certificate indicating its successful execution to be enclosed)

1.3 The bidder shall have valid test certificate of following –

a. Solar Street Lighting System (W-LED)
   Test Certificate for the Complete Solar Street Lighting System (W-LED) from a MNRE/NABL authorized testing center. (Test Certificate should have been issued on or after 1 April 2016.)

b. SPV Modules
   Crystalline Modules from MNRE/NABL or IEC accredited test lab against-
   • IEC 61215 edition II/ BIS 14286
   • IEC 61730 Part 1 & 2
   • STC Performance Report –I V curve from MNRE/NABL accredited test lab.

c. Batteries
   Battery shall be tested from MNRE /IEC /BIS recognized test labs against latest IEC 62133-2012 or BIS 16046/16047-2015 specifications (Relevant report should be enclosed).

d. Luminaries/Balance of System
   • LED – LM-80-08 , Luminaire- LM-79-08
   • Luminaries and charge controller housing- IP 65
   • Luminaries should be tested for all type of test as per IS 10322 part 5 sect 3 or IEC 60598-2-3 standards. (Relevant report should be enclosed)

1.4 Experience

The bidder should have Three years (i.e. 2015-16, 2016-17 and 2017-18) experience in executing contract of Solar Photovoltaic Systems/Power Plants/LED Lighting System with 05 years annual comprehensive maintenance contract (Installed and commissioned).

(A copy of the orders and certificates indicating its successful execution to be enclosed)
1.5 Overall Average Annual Turnover

The individual Company/Firm/Corporation in the last three financial years i.e. 2015-16, 2016-17 and 2017-18 (Audited) should be at least Rs 40 Crores (Forty Crores Only) (This must only be the individual Company/Firm's turnover and not that of any group of Companies). (A summarized sheet of average turnover, certified by registered CA should be compulsorily enclosed)

The Bidder should have valid GSTIN registration certificate. A copy of which should be enclosed.

1.6 Test Report of Product in ITI’s Name

The bidder has to provide the Test Report in the name of ITI (with ITI make Solar Modules) of the complete Solar Street Lighting System (As per EOI) from a MNRE authorized testing center along with the bid.

Bidder shall ask the authorization letter for submission of sample to test lab in the name of ITI. ITI will issue authorization letter to bidder to offer the product to test lab for certification. However, the cost of the certifications, submission of samples and documentation has to be borne by the bidder in any case.

The Test Report in the name of ITI or Receipt of submission of samples at MNRE authorized Testing Centre should be submitted along with the bid. In case Receipt of submission of samples at MNRE authorized Testing Centre is submitted along with the bid, the successfully declared bidder must submit the final test reports in the name of ITI at least one day prior to last date of submission of the bid of the customer tender.

Note: Bidder will have to submit an undertaking on its letter head issued by the CA/Managing Director/Director of the company that it is financially meeting the Eligibility criteria as mentioned in Annexure-A as above.

1.7 The bidder shall be an ISO 9001:2015 accredited company and shall also have valid ISO 14001 certification.
Payment terms and Delivery Schedule:

- Payment will be on back to back basis i.e. after realization from end customer. Payment will be generally released to the vendor within 30 days submission of necessary documents like Vendor Invoice, receipt acknowledgement of goods by end user etc.
- Other Direct Expenses will be deducted from the payment of the vendor. The direct expenses include cost incurred by ITI towards EMD/PBG/BG/SD processing, etc.
- The payment shall be done on the basis of actual Supply/erection of material as certified by the end customer.
- No advance payment will be made during the execution of the project.

Guarantee/ Warranty

Materials/System shall be warranted for minimum period 5 years from the date of completion or handover (whichever is later) or as per customer’s tender.

Liquidated Damages (LD)

Liquidated Damages shall be levied as per the LD policy of ITI on pro-rata basis.

Training

Training of customer officers/representatives will be the responsibility of the selected Bidders/vendor.

Contractual Period

The successful Bidder shall so organize his resources and perform his work as to complete it not later than the date agreed to. Failing which LD will be applicable.

Extension Of Contract

On back to back basis as per end customer PO.

Cost of Bidding:

The Bidder shall bear all costs associated with the preparation and submission of its bid, and the Purchaser will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.

If required extra terms & conditions could be added to the existing terms & condition, it has to be complied by the firms (bidder/L1 party).

AMC / COMPREHENSIVE AMC

AMC/ CAMC, if awarded by the end Customer to ITI then the same shall be awarded to the successful declared bidder in this EOI keeping the same percentage margin as calculated in this EOI.
Annexure-B

**General Conditions**

1. All the relevant test certificates of various Components as mentioned in Annexure-A of the EOI and customer’s tender shall be provided along with the bid.
2. Un-priced BOQ, Datasheets and vendor details. Bidder will have to submit make/model list with its proposal as per un priced BOQ.
3. Bidder shall submit the priced BOQ to match the unit rate along with the financial bid.
4. The bidder shall submit clause by clause compliance to the technical specification as per BOQ.
5. **EOI Acceptance Letter**: Bidder will submit unconditional acceptance of all terms & conditions of the EOI document on company’s/firm letter head duly signed & stamped by the authorized signatory.
7. No deviation certificate has to be submitted by the party mentioning that “we meet all Technical & commercial Specifications of the EOI Too” and there shall be no deviation. Party has to submit the aforementioned certificate along with the offer.
8. Quotations shall be liable to be rejected if there is/are any deviation(s) from the specifications.
9. Escalation in price (except where price variation clause is applicable), deviation from delivery schedule, terms and conditions will not be permitted in your quotation. Statutory Taxes & Duties should be shown separately from the price.
10. Bidder who is Micro & Small Enterprise should enclose copy of valid Certificate of Registration with DIC or KVIC or KVIB or Coir Board or NSIC or DHH or any other body specified by Ministry of Micro, Small and Medium Enterprises, Govt. of India to avail benefits under the “Public Procurement Policy for Micro & Small Enterprises (MSEs) Order 2012”.
11. Catalogue, literature, specification details should accompany the quotation. Incomplete quotations are liable to be rejected.
12. Any deviations whether technical or commercial stated anywhere in the bid shall not be taken into account and may render the bid non-responsible and liable to be rejected.
13. Vendor Data should be submitted along with the bid.
14. Quotation should be submitted off line.
15. The bids should be spiral bounded and each page should be serial numbered, stamped and signed by authorized signatory.
16. The bids must be submitted in the form of hard copy. ITI reserves the right to suspend or cancel the EOI process at any stage, to accept, or reject any or all offers at any stage of the process and/or to modify process, or any part thereof, at any time without assigning reason, any obligation or liability whatsoever.
17. Quoted Prices shall be valid for 180 days.

18. During the evaluation of EoI, if ITI requires any clarifications, the Bidder should be ready to give clarifications for any part of the offer against this EoI to ITI to complete the evaluation.

19. Bidder must submit the signed integrity pact along with the techno commercial bid. (Format Attached, Annexure-B)

20. Bidder shall give priority to ITI make Solar PV panels. The prices of the solar PV panel will be as per the prevailing policy of the ITI at the time of submission of the bid to the end customer or as decided by the competent authority of ITI. The Solar PV Panel will be made available to successful bidder (Ex Works, ITI Limited, Naini). The cost for Transportation from ITI to customer site, Loading & Unloading Charges, Transit Insurance, any other expense, etc. related to Solar PV panel will also be in scope of the bidder.

21. **Authorized Signatory**: All certificates and documents received as part of offer shall be signed by the “Authorized Representative”. Power of attorney in favor of the person signing the documents (On Rs.100 Stamp paper). (Signing is not mandatory in technical manuals)

**Late Offer**: Any offer received after the prescribed time line shall be rejected

**Language of offers**: the offers submitted by vendor and all the correspondence and documents relating to the offers exchanged by the vendor shall be in English language.

**Cost of EOI**: The vendor shall bear all cost associated with the preparation & submission of its EOI including cost of presentation for purposes of clarification of the offer, if so desired by ITI. ITI will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the EOI process. In this case, submissions of required material as per sample plan of certifying agency is to be arranged & provided free of cost by bidder.

**Amendment of EOI**: At any time prior to the last date for receipt of offers, ITI may for any reason, whether at its own initiate for in response to a clarification requested by a prospected vendor modified by the EOI document by an amendment. In order to provide prospective vendor reasonable time in which to take the amendment into account in preparing their offers, ITI may, at their discretion extend the last date for the receipt of offers and / or make other changes in the requirements set out in the invitation for EOI.

**Disclaimer**: ITI and / or its officers employees disclaim all/ any liability from any loss or damage whether foreseeable or not, suffered by any person acting on or refraining from acting because of any information including statements, information, forecasts estimates, or projections contained in this documents or conduct ancillary to it whether or not the loss or damage arises in connection with any omission, negligence, default, lack of care or misrepresentation on the part of ITI and / or
any of its officers, employees.

Following documents are to be submitted by the bidder with the bid-

1. Tender Fee: Rs 41300.00 (Rs. 35000+ 18% GST) through demand draft/RTGS/NEFT.
2. EMD through Demand draft/RTGS/NEFT. If payment is made through RTGS/NEFT, proof of 
document is to be submitted.
3. Compliances/Approval/registration certificate or any other document required as per eligibility 
criteria given in the EOI.
4. EOI acceptance letter.

Other Important Guidelines:

5. Only the successful bidder will be informed of being the L1. All the techno commercial terms will be 
on back to back basis.
6. ITI shall have the right to appropriate the outstanding amount, if any, recoverable from the 
vendor/contractor/bidder, under any other contract, from the payment under this contract, to be 
made by ITI.
7. ITI reserves the right to waive minor deviations and add minor modifications if they do not materially 
affect the capability of the bidder to perform the contract.
8. All the financial terms like Payment, taxation, LD & other will be on back to back basis as per the above 
cited EOI Terms & conditions received by ITI in its PO/Work Order form the end customer.
9. It will be the responsibility of the contractor to train and educate the ultimate user for handling and 
operating the equipment free of cost.
10. Other Direct Expenses will be deducted from the payment of the vendor. Expenses Like cost incurred by 
ITI towards EMD/PBG/BG/SD processing and travel related towards business development, order 
processing and project execution incurred by ITI shall be recovered from bidder/vendor/SI from his 
payments.
11. Vendor will sign Service Level Agreement (SLA) with ITI/as per customer PO. The draft copy of SLA 
will be as per the customer PO/tender (in case provided by the customer) or will be provided by ITI. 
In case of conflict between ITI’s terms & conditions and the terms & condition as per customer’s 
tender, customer PO/tender condition shall be prevailed.
12. It will be the sole responsibility of the bidder to provide the following document for ITI’s 
participation in the tender:
   a. Technical Proposal content as per the customer tender.
   b. In case of product demonstration it will be the bidder’s responsibility to arrange the same.
   c. Other needful EOI document as per customer Tender.
   d. It will be the successful bidder’s responsibility to arrange all the techno-commercial document 
for ITI so that ITI may participate in the customer Tender/enclosed and details referred in this
EOI.

13. In case Acceptance Test Procedure (ATP) is mentioned in the customer EOI or is conducted by the customer at any stage, it will be on back to back basis and the ATP test will be conducted as per the customer EOI/document or ITI will provide its own ATP procedure.

Additional work may be required to carry out according to the actual site conditions. Any item/Work, which is not specifically mentioned and not paid by customer but necessary for making the system functional, shall be deemed to included in the scope of the work of the vendor and shall be supplied and installed without any extra cost to ITI.

**Award of Contract:**

Bidder offering the Highest Net Revenue Share to ITI shall be declared as the L1 bidder.

In view of the large EOI quantity, ITI reserves the right to split the total order quantity amongst more than one supplier OR to award it to single successful bidder. The allocation of quantity among bidders other than L-1 (who matches the L-1 price) shall be based on the price bid hierarchy, i.e. L2, L3 subject to matching the L-1 price for complete scope of work. The award to L2, L3 and so on shall be subject to their acceptance of L1 rates with all other terms and conditions as per EOI.

The distribution pattern for splitting the order in all or price-bid as deemed suitable at matched rate will be as indicated below.

<table>
<thead>
<tr>
<th>In case of Distribution between</th>
<th>Ratio in percentage</th>
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<tbody>
<tr>
<td>Two Parties (L1 : L2)</td>
<td>60% : 40%</td>
</tr>
<tr>
<td>Three Parties (L1 : L2 :L3)</td>
<td>50% : 30%:20%</td>
</tr>
</tbody>
</table>

**Note:**

1. The Financial Bid format is enclosed as Annexure-C.
2. ITI will include the same price for BoS in the end customer’s financial bid as per the finally negotiated price agreed by the L1 bidder.
3. Additional work may be required to be carried out according to the actual site conditions.
Annexure- C

(Financial Bid)

(EOI Ref: TS/Solar/UPNEDA/SSL, Date: 28th February 2019)

Name of the Firm: ----------------------------------------------------------------------------------------------------

Design, Supply, Installation, Commissioning and 5 years Warranty with Comprehensive Maintenance of Complete Solar Street Lighting (White-LED based) with Li-Fe-PO4 Battery System at identified sites of various districts of Uttar Pradesh as per Technical specifications, Terms and Conditions of the e-tender document.

<table>
<thead>
<tr>
<th>S.N.</th>
<th>Item</th>
<th>Unit Rate (in Rs.)</th>
<th>Margin to ITI (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Design, Supply, Installation, Commissioning and 5 years Warranty with Comprehensive Maintenance of Complete Solar Street Lighting system (White-LED based) with Li-Fe-PO4 Battery at identified sites of various districts and various sites of Uttar Pradesh, FOR sites as per Technical specifications, Terms and Conditions of the e-tender document inclusive of all taxes &amp; duties, storage, transportation up to site, GST, insurance etc. what so ever and any other job required to properly execute the complete work, under the light of bid/agreement and its validity.</td>
<td></td>
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</table>

Total Amount (In Figures and Words)

Note: Margin of ITI will be on Net value.

NOTES:
1. Certified that rates quoted above are as per the requirement, specification terms & condition mentioned in the e-tender document.
2. The rates are inclusive of all taxes & duties, GST as per Govt. Rules applicable, storage, transportation up to site, insurance etc., and any other job required to properly executing the complete work.
3. Bidder shall mentioned HSN code and GST rate.

Signature of the Bidder :
Name of the Bidder :
Designation :
Stamp of the Company :
Date of Signing of Bid :
All the financial terms & conditions will be on back to back basis.

1. **Currency of Purchase Order**: ITI will place purchase order on bidder in INR only.

2. **Taxes**: As per the customer EOI/enclosed and details referred in this EOI.

3. ITI will place PO/work Order on successful bidders only if the ITI receives its PO/work order from its Customer as mentioned in this EOI.

4. Bidder offering the highest net revenue share shall be declared the successful L1 bidder. Bidder offering the next higher net revenue share shall be declared successful L2 bidder and so on. In case of a tie the competent committee will adopt draw of lots or any other suitable method to break the tie without giving any reason/ justification. This shall be done in the presence of tied bidders. The decision of competent committee of ITI shall be final in this regard and cannot be challenged in any manner and also be binding on all the bidders.

5. The bidders including L1 bidder may be called for negotiation.

6. After signing the agreement, L1 bidder shall submit detailed priced BOQ. Subsequently ITI will quote the same price in the end customer’s financial bid as per the finally negotiated price agreed by the L1 bidder.

7. ITI shall place order on successful bidder after reducing the ITI is net revenue share percentage i.e......................... % of the total value ordered given to ITI by the customer for delivery of project/work as per EOI condition. PO/Work order will be issued to the successful bidder for the amount which will be calculated after reducing ITI’s Net Revenue share from the PO/Work order issued to ITI by the prospective buy/end user customer.

8. The net revenue share of ITI shall remain intact in any case. In case ITI is not L1 in the customer EOI, then the L1 bidder will have to accept the price offered to ITI with Net Revenue Share of ITI. ITI will only accept the L1 bidder price in the customer EOI only after consulting L1 bidder in ITI EOI. L1 bidder will have to submit a written acceptance to ITI for the same. After getting the written acceptance from the L1 bidder, ITI will submit its acceptance of accepting the L1 bidder price to customer.
EOI ACCEPTANCE LETTER
(To be given on Company Letter Head)

Date:

To,

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---------------------------
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Subject: Acceptance of Terms & Conditions of EOI.
EOI Reference No:____________________________
Name of EOI/Work:____________________________

Dear Sir,
I (Name-------------------------have received the EOI reference no------------------------------- for mentioned work from the website/email.
I hereby certify that I have read the entire terms and conditions of the EOI documents from Page No. _ _ to_____. (including all documents like annexure(s), schedule(s), amendments and reference EOI etc.) which form part of the contract agreement and I shall abide here by the terms/conditions/ clauses contained therein.

The corrigendum(s) issued from time to time by your department/organization too has also been taken into consideration, while submitting this acceptance letter.

I hereby unconditionally accept the EOI conditions of above mentioned EOI document(s)/corrigendum(s) in its totality/entirety.

I hereby unconditionally accept all the EOI conditions of ITI &______ _ _ _ _ _ (Customer Name) EOI document /corrigendum(s) in its totality/ entirety.

In case any provisions of this EOI are found violated, then your department/organization shall without prejudice to any other right or remedy be at liberty to reject this EOI/bid including the forfeiture of the full said earnest money deposit absolutely.

Yours Faithfully,

(Signature of the Bidder, with Official Seal)