

## Minutes of Meeting of Pre-Bid EOI on 02/05/2023 at CoE/IRISET.

**Name of EOI : *Empanelment of Agencies for Tower Design, Fabrication and Installation in the field of LTE Technology or Kavach Technology or any other S&T works on Indian Railways with related Tools and Infrastructure.***

Members Present (Shri/Smt)	
<b>CoE Officials :</b> <ol style="list-style-type: none"><li>1. L.K.Mansukhani - OSD/CoE/IRISET.</li><li>2. Saurabh Verma -ED/TELE DEV/IRISET.</li></ol>	<b>Firm Representatives :</b> <ol style="list-style-type: none"><li>1. P Lalit Kumar (Indus Towers)</li><li>2. Sudhakar Yadav (Indus Towers)</li><li>3. Amar Lal Mehta (Utkarsh India Limited)</li><li>4. Ashok (Utkarsh India Limited)</li><li>5. Sanjiv Mondal ( Skipper Ltd )</li><li>6. Sirish Thakkar (KP Green Engg. Ltd)</li><li>7. Vivek Mundhra (Vishal Pipes Ltd.)</li><li>8. Ahrar Ahmad (Vishal Pipes Ltd.)</li><li>9. Neeraj (Next Gen Infrastructure)</li><li>10. Pamarthi Venkata Ramana (HBL)</li></ol> <b>Physically attended:</b> <ol style="list-style-type: none"><li>11. Arun (Indus Towers)</li><li>12. Pramod (Principle ACS)</li><li>13. Phani Mohan (Principle ACS)</li></ol>

**Background** :Railway Board has given instructions to CoE for “Empanelment of professional agencies for Tower Design, Fabrication and Installation in the field of LTE Technology or Kavach Technology or any other S&T works on Indian Railways..” vide letter No.2023/S&T/Dev/4G.LTE.Implementation Dated: 21.12.2023.

In pursuance of above, EOI for the above empanelment of Agencies for Tower Design, Fabrication and Installation in the field of LTE Technology or Kavach Technology or any other S&T works on Indian Railways with related Tools and Infrastructure has been uploaded on 27 April 2024 at following web addresses :-

**Websites** : <https://iriset.indianrailways.gov.in/> and <https://iriset.railnet.gov.in/> and <https://www.ireps.gov.in>

Pre bid meeting is conducted on 2<sup>nd</sup> May 2024 with the following link :-<https://cdotmeet.cdor.in/vmeet/sau-wfl-eme-7p6>

The link was shared with RDSO and Railway board also. The meeting started as scheduled and has been attended by 17 participants online & 3 participants physically at 11.00 hrs on 2<sup>nd</sup> May 2024.

## DISCUSSION

ED/TD/CoE has given a brief introduction regarding the purpose of EoI. The proposed EoI is to empanelment of firms that have sufficient experience in Tower Design, Fabrication and Installation in the field of LTE / KAVACH Technology or any other S&T works on Indian Railways, and have capacity and capability of carrying out Design, Fabrication and Installation in the field of LTE / KAVACH or any other S&T works on Indian Railways for the railway use.

A concern was raised about the technical credentials which are already allotted by Railways for other works and if they have to apply as a joint venture who are expertise in Design and Fabrication then how the Quantum is calculated in eligibility criteria.

**Response :** *CoE official advised to all who are having the same query to send a mail and the procedure of evaluation in case of JV/consortium is elaborated in section 11 of the bid document.*

The issues which are advised through mail on ED/TD/CoE mail id, are addressed in **Annexure.**

(Saurabh Verma)  
(ED/Tele Dev)  
(For Officer on Special Duty)  
Centre of Excellence / IRISSET

**Copy to :** DG/IRISSET  
PED/S&T/Dev Railway Board, New Delhi  
PED/S&T/RDSO/Lucknow

SNO	Mail received from the firm	Clause/Page no	Queries/Clarification asked	CoE Response/Remarks
1	Summit Digitel	Section - 4	<p>i. Scope of work as mentioned in the tender document is related to tower design, fabrication, and installation. However, we are an IP-1 licensed company and don't deal in tower design /fabrication of the mobile towers. We can procure the towers internally at our end deploy as part of the project.Pl suggest, if it is aligned with Railway requirement /guidelines.</p> <p>ii. We have a portfolio of 1.7 lacs existing towers across India. Can we share the same with Railway as a tenant for their network requirement?</p> <p>iii. If we install the mobile towers at suitable locations, who will do the maintenance? Will it remain with us, or do we need to handover to Railway post installation?</p> <p>iv. There is no mention of ownership of the towers post deployment. Kindly clarify.</p> <p>v. Is this tender for PAN India or a specific route?</p> <p>vi. Kindly note that Radio Antennae is part of active equipment and we as an IP-1 licensed company,deals in passive infrastructure only.We have our MSA with other operators for tower sharing who brings and deploys all the active equipments.This part would come in the scope of Railways for them as a tenant.Pl comment.</p> <p>vii. Period of empanelment is mentioned as 3 years.As per industry practice,any MSA is for 10 years at least.</p> <p>viii. Other experience criteria are related to design and fabrication of towers.We are not this field as appraised above.</p>	<p>i. &amp; viii. As per Eligibility criteria of JV is available.</p> <p>ii. This is outside the scope of this empanelment exercise under subject. This may be dealt separately.</p> <p>iii. iv &amp; vi. As per scope condition of the tender / purchase, order placed by user Zonal Railways.</p> <p>v. This is not a tender, this is empanelment.</p> <p>vii. Not agreed. Provision of three years as per clause of section-6, period of empanelment shall be retained.</p>

2	PrincipleACS Engineering India Private Limited	Section- 4, Clause No - 6	<p>i. Testing &amp; Commissioning:</p> <ul style="list-style-type: none"> <li>•Conduct thorough testing of LTE/KAVACH equipment and infrastructure to verify performance, signal strength, and network reliability.</li> </ul> <p>(This activity does not fall under Tower designer, supplier’s scope. Testing of any LTE/Kavach equipment is carried by the respectiveOEM’s who have supplied the electronics/ equipment/technology, installed on site &amp; commissioned.</p> <p><b>To be Omitted)</b></p>	Agreed
		Section - 8, Evaluation Criteria – Clause 2.1	<p>ii.Latest FY 2023-24 Balance sheet signed by Chartered Accountant, also to be included alongwith, audited Annual balance sheets of the last three financial years i.e. 2020-21, 2021-22, 2022-23.</p> <p>To be included for Evaluation.</p> <p>Supporting letter from Railway board enclosed separately.</p>	The following clause shall be incorporated as per railways GCC. ”The average annual contractual turnover shall be calculated as an average of “total contractual payments” in the previous three financial years, as per the audited balance sheet. However, in case balance sheet of the previous year is yet to be prepared/ audited, the audited balance sheet of the fourth previous year shall be considered for calculating average annual contractual turnover. “
3	Vishal Pipes Limited	SECTION-8 EXPERIENCE CRITERIA (QUALIFYING CRITERIA)	<p>(a) It is mentioned that the Agency has to submit work completion documents comprising the following details:</p> <p>-</p> <ol style="list-style-type: none"> <li>1. Name of work with agreement/PO No.</li> <li>2. Completion date/certification of completion</li> <li>3. Certificate from authorized person of user/customer to be submitted.</li> </ol> <p>Kindly divide the existing Expression of Interest (EoI reference No.CoE/IRISET/01/24) into two parts-</p> <p>1ST EOI for TOWER DESIGN &amp; FABRICATION</p>	Eligibility has been decided in line with directives from Railway Board.

			<p><b>2ND EOI for TOWER INSTALLATION</b></p> <p>In case, EOI is invited for Tower Design &amp; Fabrication, then we, Vishal Pipes Ltd. would like to submit the Expression of Interest for `Design &amp; Fabrication` work only.</p> <p>In case, EOI can't be divided as mentioned above, then please allow us to bring in a company having expertise in Installation.</p> <p>In your EOI, it is mentioned to form a JV company in case all scope viz, tower design, fabrication and installation credentials and capabilities are not with one particular company. Instead of forming a JV company, please allow us to submit Memorandum of Understanding (MOU) with a company having expertise in Tower Installation work.</p> <p>(b) It is mentioned Bidder should have a Fabrication facility for the Tower fabrication. Documentary proof for having a fabrication facility should be submitted.</p> <p>Vishal Pipes Ltd. has the capability of Tower Fabrication.</p> <p>(c) It is mentioned Bidder should have a Design facility for tower design. Documentary proof of design having been cleared by the client and put in use, should be submitted.</p> <p>Vishal Pipes Ltd. has the capability of Tower Design.</p>	
		<p><b>SECTION-8 EVALUATION CRITERIA</b></p>	<p>We understand that if Expression of Interest (EOI) are invited separately for (a) Tower Design &amp; Fabrication and (b) Tower Installation, then more and more bidders are expected to submit the tenders to be called by Zonal Railways/Divisional Railways in near future, hence</p>	<p>Eligibility has been decided in line with directives from Railway Board.</p>

			<p>there is very much possibility of getting much competitive rates in the tenders. Therefore, please divide your existing Expression of Interest (EoI reference No. CoE/IRISET/01/24) into (a) Tower Design &amp; Fabrication (b) Tower Installation We mean kindly issue separate EOIs for separate submissions.</p>	
4	Skipper Limited	<p>Section - 8, Evaluation Criteria – Clause 5.1</p>	<p>We find some gap into the Key personnel evaluation &amp; marking the same. In reference of the same, we are submitting here our request to ensure site EHS also to be implement during tower erection activity if the EPC team have trained &amp; certified manpower appropriate strength to execute this project.</p> <p>We suggested to do some modification in this category &amp; add some EHS trained manpower to execute safely &amp; marking to be distributed accordingly. “Key personnel on roll, in Bidder Organization -No. of key experts for Tower Design, Fabrication and Installation, testing and commissioning. key personnel with a minimum of 5 years of experience in the Tower Design, Fabrication and Installation and more than 1 year of employment in the organization are eligible (as per table).” (5 marks) Percentile* (Base\ Reference=50) (Max Marks for key Manpower ≥ 50)</p>	Not agreed
		<p>Section - 8, Evaluation Criteria – Clause 5.11</p>	<p>No. of Certified Site height supervisor &amp; High Height Rigger (10 Marks) Height Supervisor - 50 &amp; High Height Rigger - 250 nos.</p>	

5	Utkarsh India	Section 11	<p>1) “Instructions for JV Consortium point 11.2 we would humbly like to submit that we are basically a Tower manufacturing firm having years of experience in tower manufacturing and we will be forming a consortium for tower erection services. However, in our experience, the costing of tower erection services is normally 5% of the tower cost hence allotting a share of 20% as mandated in the clause may kindly be amended accordingly.</p> <p>Further as suggested by some of the participants, we would also agree that Tower Designing, Tower manufacturing &amp; Tower erection services are three separate subjects and should be treated separately and specialized partners should be enrolled for specific services so that the Indian Railways can get best possible services.</p>	<p>1) This has been kept considering extant GCC into consideration so as to avoid any anomalous situation while bidding by user railway.</p> <p>2)Eligibility has been decided in line with directives from Railway Board.</p>
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Firms are advised to go through the entire bid document to avoid any confusion while submitting their applications.