



Government of Kerala

Invitation for Expression of Interest (EOI) for, Supply, Installation & Commissioning of WAN equipments with Operation and Maintenance for various offices of Department of Treasuries, Govt. of Kerala, And its integration with Kerala State Wide Area Network (KSWAN)

This invitation for Expression of Interest does not call for a solicitation. The Department of Treasuries, Government of Kerala (Hereinafter referred to as 'DoT'), reserves the right to change or cancel the requirement at any time during the EOI and/or solicitation process. DoT also reserves the right to seek for other compliance norms with additional conditions as and when the final solicitation documents are issued.

1. ABOUT THE DEPARTMENT & ITS OPERATIONS

Department of Treasuries was formed in 1963 with the Director of Treasuries as the Head of the Department and now has 230 branches across the state. Treasuries play an important role in the financial management of the State Government. The administrative control over the Department at Government level is exercised by the Finance Department. The speciality of DoT is that, apart from the normal Treasury operations, it offers Savings Bank (SB) and Fixed Deposit facilities. The Government strives to provide the best of features & services to the SB & Fixed deposit Account holders. DoT has exclusive teller system in place for account operations.

The Department of Treasuries, Government of Kerala, having around 210 Treasuries and other associated offices spread across the length and breadth of the State, wishes to establish horizontal connectivity in all its Treasuries and other identified associated offices using Kerala State Wide Area Network (KSWAN) which has been built-up as a total IP Network and acting as a backbone network of data, voice and video communications throughout the State. The Department prefers the implementation of an IPSec VPN on account of security reasons.

2. OBJECTIVES OF THE PROJECT:

- To establish connectivity and seamless integration of the Treasuries and associated offices by establishing horizontal connectivity between the Treasury offices and the nearest Point of Presence (PoP) of Kerala State Wide Area Network(KSWAN).
- Seamless transmission of data, voice and video among the Treasury offices.

3. EXPRESSION OF INTEREST

DoT invites Expression of Interest from reputed Vendors located in India for the supply, installation and commissioning of WAN equipments with its Operation and Maintenance at various offices under the Department of Treasuries, Government of Kerala, Project Management and its integration with Kerala State Wide Area Network (KSWAN) backbone on turnkey basis

4. OBJECTIVE OF THE EOI

The objective of the EOI is to shortlist suitable vendors, who would later be invited to submit detailed technical and commercial bids for the supply, installation and commissioning of WAN equipments with its Operation and Maintenance at various offices under the Department of Treasuries, Government of Kerala, Project Management and its integration with Kerala State Wide Area Network (KSWAN) backbone on turnkey basis

The EoI does not constitute a commitment to offer of a Contract or prospective Contract. DoT shall not be liable for any cost incurred by any potential vendor in preparation and submission of information in response to this EOI.

5. ELIGIBILITY CRITERIA

The respondent should have the capability to implement the projects in terms of geographical spread, industry experience, requisite manpower of required qualification and experience, project management skills and quality/level of work. Respondent should have a proven record in implementing heterogeneous system integration projects, WAN connectivity and Data Centre/Network Operating Centre projects.

1. EOI can be submitted by an individual organization or a consortium.
2. The Consortium should be limited to a maximum of 3 members where the Principal Bidder will be the single point of contact for tenderer, and will be entirely responsible for the implementation of the proposed network connectivity, post implementation support including up-time and response-time guarantees pertaining to all components of the proposed connectivity solution. The Principal Bidder will also be required to ensure that all current and future systems deployed in DoT can interface to the proposed network.
3. In the case of a consortium the Principal Bidder should only respond to the EOI, but shall submit the credentials of all the consortium members
4. The Bidder (incase of a Consortium, the Principal Bidder) should be a Company registered under the Companies Act 1956 since last five (5) years.
5. The Bidder (incase of a Consortium, the Principal Bidder) should be an established IT System Integrator / Network integrator and should have been in the business for a period exceeding five (5) Years as on 31/03/2010.
6. The Bidder (incase of a Consortium, the Prime Bidder) must have a turn over of more than Rs.100 Crores out of its IT operations for each of the last 3 Financial years ending on

31.03.2009 and must be a profit making company for the past 3 years. This must be bidding company's turn over and not that of any group of companies.

7. The Bidder (incase of a Consortium, the Principal Bidder) should be a system integrator/service provider and must have experience in successfully setting up of at least 1 network 200 WAN Nodes/ 2 networks with 100 WAN Nodes/3 networks with 75 WAN nodes spread across multiple locations during the last 5 years. The network should have mix of technologies consisting of leased line, ISDN and wireless
8. The Bidder (incase of a Consortium, the Prime Bidder) should have a valid ISO 9001:2000 certification at the time of bidding.
9. The Bidder (incase of a Consortium, the Prime Bidder) must have on its roll at least 30 Certified Network Engineers
10. The bidder must be authorized to bid on behalf of the manufacturer and should submit an up to date valid authorization letter till the currency of the contract from original manufacturers for such equipment and its accessories, which are not manufactured by them and supplied under the Proposal.
11. The bidding company must have signed an agreement with OEM for such equipment and its accessories for providing the technical support including spares for the period of contract
12. The Bidder (all members incase of consortium) should not have been blacklisted by any Government/Government Agency in India by declaration.
13. The Bidder should have an office in Kerala. However, if the local presence is not there in the State, the Bidder should give an undertaking for establishment of an office.

6. FORMAT OF EOI RESPONSE AND INSTRUCTIONS TO BIDDERS

Detailed response to the EOI consisting of the following:-

- a. Forwarding letter
- b. Bidder Information (as per Proforma 1)
- c. A brief Proposal on the Bidder's offerings.(including product/technical brochures)
- d. Letter of Authority/Power of Attorney from the competent authority for the authorized legal representative of the organization
- e. In the case of a consortium to be formed for this purpose:-
 - I. An authenticated document (such as Memorandum of Understanding/an undertaking in a stamp paper) which describes the Bidder's willingness to form a consortium
 - II. A brief description of the Principal Bidder along with the consortium members details and a summary of the activities to be carried out by the Principal Bidder as well as the consortium members.
- f. The necessary documentary evidence proving the eligibility criteria as listed below:-
 - I. A copy of Memorandum and Articles of Association / Certificate of registration of the Bidder (of the Principal Bidder and all members in case of a consortium)
 - II. Copy of the Purchase order & User feedback documents
 - III. Copies of audited Balance sheet and Profit & Loss account for the last 3 years of the Bidder (of the Principal Bidder and all members in case of a consortium)
 - IV. Other documentary proof in confirmance with the eligibility criteria as mentioned in section 5.
- g. Compliance to the EOI Terms and Conditions (as per Proforma 2)

7. EVALUATION AND SHORTLISTING

- DoT will make a preliminary examination of the EOI to determine whether the Bidder / consortium of Bidders qualify as per DoT's requirements. The Participant's eligibility will be evaluated based on the criteria stipulated vide section 5 of the request for EOI.
- The shortlisted Bidder / Consortium would be provided with RFP for response within specified time line.

8. SCHEDULE OF EOI PROCESS

EOI Schedule		
Sl No.	Activity	Timeline
1	Date of Issuance of EOI	29.03.2010
2	Last date and time for submission of EOI	12.04.2010 at 15.00 hrs
3	Date and Time of EOI opening	12.04.2010 at 17.00 hrs

Note: The Expression of Interest will be opened in the presence of the Solution Provider's representative who chooses to attend.

9. The responses / queries should be addressed to:

The Director
The Department of Treasuries
Government of Kerala
Powerhouse Road
Thiruvananthapuram,
Kerala- 695036

10. Terms & Conditions:

- The eligible and interested vendors may send detailed response with EOI in the prescribed format by 15:00 hours on or before 12th April 2010 (PLEASE DO NOT ENCLOSE ANY COMMERCIAL PROPOSAL)
- Any EOI received by DoT after the deadline of submission of EOI will be rejected. In the event of the specified date and time of the EOI, being declared a holiday for DoT, the EOI will be received up to the appointed time on the next full working day. Extension of submission date and time will be at the sole discretion of DoT.
- Response to the EOI from the respondents should be submitted in a sealed envelope, superscribed with the words EXPRESSION OF INTEREST FOR THE SUPPLY, INSTALLATION & COMMISSIONING OF WAN EQUIPMENTS WITH OPERATION AND MAINTENANCE FOR VARIOUS OFFICES OF DEPARTMENT OF TREASURIES, GOVT. OF KERALA, AND ITS INTEGRATION WITH KERALA

STATE WIDE AREA NETWORK (KSWAN)". Respondents should provide one (1) hard copy and one (1) electronic (soft) copy of the response to the EOI and CD.

- EOIs received by facsimile or electronic mail will be rejected.
- Any inter lineation, errors or overwriting shall be valid only if the person signing the EOI initials them.
- Any form of canvassing/lobbying/influencing regarding short listing etc. will be a disqualification
- DoT reserves the right to verify any / all of the credentials provided by the Bidder
- All information contained herein and the enclosures are confidential information. By accepting this material the recipient agrees that the information will be held in confidence and will not be reproduced, disclosed or used in whole or in part without prior permission of DoT.
- During evaluation and finalization of the EoI, DoT may, at its discretion, ask the Bidders for any clarification on its EOI. The request for clarification and the response shall be through e-mail followed by letter in writing.
- Notwithstanding anything contained in any of the clauses in this EOI, DoT reserves its right to accept or reject any EOI, and to annul each or all the EOI processes and reject all the EOI at any time prior to issuing the RFP without thereby incurring any liability to the affected Bidder, or any obligation to inform the affected vendor or vendors of the grounds for DOT's action.
- The Bidder / consortium is expected to examine all instructions, forms, terms and conditions in these documents. Failure to furnish all information required by DoT or to submit EoI not substantially responsive in every aspect will be at the risk of the Bidder / consortium and may result in the rejection of its EOI.
- Any assumptions made by the Bidder / consortium in response of this request for EOI will be their own risk and cost. DoT will not be liable for any such assumptions / representations made by the Vendors.
- EOI submitted should remain valid for a period of 90 days from the scheduled date of opening.
- Enquiries for clarifications should be sent to the e-mail keralatreasury@gmail.com least 3 days prior to the last date of submission of EOI

Proformas

Proforma 1 – Bidder Information

Contact details	
Name of the Bidder	
Address and other contact details of the Participant submitting the EoI	
Name, designation and address of the authorized legal representative and signatory of the EoI	
Name , designation , address and other contact details of the Contact person to whom all correspondence is to be addressed in respect of this EoI	
Address and contact details of Head Office in India	

** In case of consortium, the Bidder has to give the details of the Prime Bidder only.*

Proforma 2 - Statement Of Deviations From EoI Terms And Conditions

Date :

Ref. No.:

To

The Director
The Department of Treasuries
Government of Kerala
Powerhouse Road
Thiruvananthapuram,
Kerala- 695036

Sir,

There are no deviations (null deviations) from the terms and conditions of the EOI document. All the terms and conditions of the EOI document are acceptable to us.

OR (Strike out whatever is not applicable)

Following are the deviations from the terms and conditions of the EOI document. These deviations and variations are exhaustive. Except these deviations and variations, all other terms and conditions of the EOI document are acceptable to us.

Sl No.	Section No.	Page No.	Paragraph	Statement of Deviations and Variations
1.				
2.				

Dated _____

Signature and Seal of the Bidder

The participating vendors are required to submit unambiguous documentary evidence in support of their meeting the said eligibility criteria .The Tenderer will evaluate the EOI of the vendors who are found eligible as per the above eligibility criteria. The decision of the Tenderer would be final and binding on all the bidders to this document. The Tenderer may accept or reject any offer without assigning any reason whatsoever.

