

**KONKAN RAILWAY CORPORATION LIMITED**  
**(A Government of India Undertaking)**  
**Belapur Bhavan, Sector – 11, CBD Belapur, Navi Mumbai – 400 614**  
**Tel :- (022) 27572015 – 18 Fax No. (022) 27579756**

**Date of issue of EOI: 22/06/2024**

**“EXPRESSION OF INTEREST” (EOI) FOR ENLISTING CONSULTANCY FIRMS  
/IMPLEMENTING AGENCIES FOR PROJECTS**

**Invitation of “Expression of Interest” for the association as Project Partners  
with Konkan Railway Corporation Ltd for various new projects.**

**1.0 General:**

**1.1** Konkan Railway Corporation Limited (KRCL), is a Company incorporated under Indian Companies Act, 1956 and having its registered office at CBD Belapur Bhavan, Plot No 6, Sector 11, CBD Belapur, Navi Mumbai –400614, India has constructed the 739 kms long Konkan Railway Line along the west coast of India and is operating train services on the Line since the year 1998. KRCL is a Public Sector Undertaking (PSU) under the Ministry of Railway established with equity participation of Government of India (51%) along with four State Governments- Maharashtra (22%), Goa (6%), Karnataka (15%) and Kerala (6%) for construction and operation of west coast Railway line.

**1.2** KRCL is engaged in implementation of Infrastructure projects in India and abroad. The important projects on which KRCL is presently working are:

- (i) Construction of new BG Rail line in the Katra-Dharam Section of the Udhampur-Srinagar-Baramulla Rail Link Project in Jammu & Kashmir.
- (ii) Construction of NTPC Railway Siding at Kudgi Karnataka.
- (iii) Construction of Coal Transportation system including associated Electrical, Signalling & Telecom works for NTPC Gadarwara STPP, Stage-I.
- (iv) Rail connectivity to Vizhinjam International Seaport.
- (v) Anakampoyyil-Kalladi-Meppadi Tunnel Road in Wayanad, Kerala.
- (vi) Signaling and Telecom Projects over Northern Railway & NorthWestern Railway.

1.3 Further, KRCL is actively looking to expand its footprints across the country.

1.4 KRCL invites Expression of Interest from:

- (i) Consultancy Firms and Organizations involved in providing Consultancy in Infrastructure projects of Signalling & Telecom projects in Railways, Metros
- (ii) Construction Companies/Organizations for association as Business Associates for execution of new projects in various domains of Signalling & Telecom in Railways, Metros

## 2.0 Expression of Interest (EOI):

2.1 The “Expression of Interest” is invited from experienced and reputed Companies/Firms with proven financial standing and experience in their respective domains.

- Based on the response to the “Expression of Interest”, KRCL will short-list the Firms/Companies in the domains of expertise of the Applicants.
- For each project / business identified, KRCL will associate with the most suitable, willing Firm/Company from amongst the short-listed Firms/Companies meeting the eligibility criteria jointly with KRCL for identified project for further exploration of project/business.
- In case there are more than one willing, suitable Firms/Companies for any project, KRCL will adopt competitive bidding or any other suitable criteria for identifying of most suitable Firm/Company.
- Specific Agreements for each project will be signed subsequently with the successful Bidders.

These domains are:

- (i) **Business Associate in Project Consultancy** - in taking up pre-feasibility studies, preparation of detailed project reports for various Signalling & Telecom related Projects in Railways, Metros etc.
- (ii) **Business Associate in Project Management Consultancy** - in taking up Project Management Consultancy of projects for various Signalling & Telecom related Projects in Railways, Metros etc.
- (iii) **Business Associate in Project Financing** - in taking up Financial Analysis, Finance Structuring and Project Funding for various Signalling & Telecom related Projects in Railways, Metros etc.
- (iv) **Business Associate Electronic Interlocking Implementation - Detailed Design Consultancy & Execution of Electronic Interlocking (EI)** - In taking up preliminary design, detailed design and site supervision during execution in various Signalling (Electronic Interlocking) systems including Re-design/Alterations, Minor/Major EI alterations in yards/sidings of Railways, Metros etc.

- (v) **Business Associate SIGNALLING project Implementation - Detailed Design Consultancy, Execution & site supervision for various Signaling works – (PI/RR1 installations, PI/RR1 to EI conversion, Automatic Block signalling, MSDAC, BPAC, TCAS, TPWS, Double Distant provision, IBS, IBH, Interlocking of LC-Gates etc., in taking up preliminary design, detailed design or proof-check, execution and site supervision during execution of various signalling works/Projects in Railways and Metros.**
- (vi) **Business Associate TELECOM project Implementation - Detailed Design Consultancy, Execution & site supervision for various Telecom works – (OFC/QUAD works, MPLS, IP based systems and Telecom related up gradation works etc., in taking up preliminary design, detailed design or proof-check, execution and site supervision during execution of various Telecom works/Projects in Railways and Metros.**
- (vii) **Business Associate new TELECOM project Implementation - Detailed Design Consultancy, Execution & site supervision for various Telecom works – (CBTC, VHF, LTE, TETRA, IP based VOIP systems, Tunnel communication works etc., in taking up preliminary design, detailed design or proof-check, execution and site supervision during execution of various Telecom works/Projects in Railways and Metros.**

**2.2** Participation in the EOI and/or short listing in any of the above mentioned domains does not create any legal obligation on the part of any of the parties to agree to associate on any project.

**2.3** Short listing of the Company/Firm will be valid for a period of THREE years from the date of intimation of short listing by KRCL.

**3.0** Successful/Shortlisted Companies/Firms is required to ensure the following

- a) The companies/firms will associate for pre-tender activities like survey, estimation and any other assistance required to KRCL for preparation of techno-economical costing.
- b) Design, Engineering, Procurement, supply and shipment of entire material required for commissioning of respective work at respected sites, their installation, testing, commissioning and requisite training at site.
- c) Provide warranty and maintenance support post commissioning
- d) Procurement and delivery of material/equipments are to be planned and scheduled in such a manner that the material/equipments are delivered, at respective sites immediately once the sites are ready for installation and commissioning of equipments so as to ensure timely completion of project and do not loose warranty period.

#### 4.0 Documents for Eligibility:

##### 4.1 The Companies/Firms must submit documents in proof:

- a) Of having successfully completed works in India during last 07(seven) years, ending last day of month previous to the one in which the EOI is submitted.
- b) Of Turn over of the Company/Firm in the preceding three financial years.

##### 4.2 Companies/Firms shall submit documentary proof issued by the respective clients (in original or notarized) in support of their credentials. KRCL reserves the right to decide the criteria for different categories/classes depending on the value of the projects completed and the experienced possessed.

#### 4.0 For avoidance of doubt, it is clarified that:

- a) Shortlisted Business Associate may directly enter/undertake any transaction through itself outside this EOI; except for the Projects jointly identified with KRCL, for which any bidding/participation/transaction shall be done jointly with KRCL only.
- b) For projects not jointly identified with any business Associate, KRCL may directly enter/undertake any transaction through itself or through its Group outside this EOI.
- c) However, in respect of the following, no Party shall individually on its own or in association with some other third party entity, proceed to further explore and /or implement, with or without modifications, any project or investment opportunity:
  - which has been jointly identified and/or agreed to be explored jointly by the Parties, or
  - which has been identified by one Party and introduced to the other Party and agreed to be further explored jointly by the Parties, or
  - which has been awarded or being contemplated to be awarded to the Parties, for joint exploration and / or implementation, by any third party entity, whether public or private.

Unless:

- The Parties agree in writing to take up and keep the said opportunity outside the scope of the EOI.
- One Party (Non-Pursuing Party) gives its consent, in writing, to the other Party to pursue and further explore the said opportunity, individually or in association with any other entity at its own cost & expense, outside the purview of this EOI.

**5.0 Submission of EOI:** The interested Companies/Firms are requested to submit its credentials including past experience of executing the similar works. Company/Firm financial status, organizational setup available with Company/Firm etc., in the format enclosed so as to reach the Principal Chief Signal & Telecom Engineer/ KRCL, 6<sup>th</sup> Floor, Belapur Bhavan, Plot No.6, Sector 11, CBD–Belapur, Navi Mumbai–400614, INDIA, Telephone- +91-22-27587370 before 17:00 hrs of **05.07.2024**

However, the process of short listing will be a dynamic process and the list will be modified if necessary from time to time.

KRCL reserves the right at its absolute discretion to proceed or not to proceed with offers received from Company/Firm under the Expression of Interest and classify the Company/Firm in respective categories. For any other information, Company/Firm may contact the Office of Principal Chief Signal & Telecom Engineer/KRCL at the above address.

**6.0 Processing charges:**

**6.1** Non-refundable processing charge of INR 15,000/- (Rupees Fifteen thousand only) shall be submitted along with the EOI documents in the form of Demand Draft drawn in favour of FA&CAO, KRCL, payable at Mumbai / Navi Mumbai, India.

**7.0** As the above process is dynamic one, the list will be updated periodically. Interested Companies/Firms may submit their Expression of interest with documents and requisite fee as given in para 6.0 above as and when Company/Firm shall be interested and they consider itself to be eligible.

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## FORMAT

### “Expression of Interest” for association as Business Associates with Konkan Railway for various projects.

1. Name of the Firm/ Company
2. Respondent’s present address:
  - a)Head Office
  
  - b) Nearest Office
3. Place and year of incorporation of the company/firm (Attach copy of Certificate of incorporation/Registration of the Firm, Partnership deed (if any), Memorandum & Articles of Association and list of Directors and their Director Identification number and phone numbers.)
4. Particulars of Holdings, Subsidiaries or Associated Companies
5. Details of the Company/Firm, present business activities.
6. Turnover, Summary of assets and liabilities on the basis of audited financial statements of last 3 financial years. (2021-22, 2022-23 and 2023-24).
7. Relevant projects completed in the preceding seven years.
8. Relevant Ongoing Projects.

**Respondent’s Name (s)**

**Signature**

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### List of Enclosures

(I)

(II)