

**KERALA STATE ELECTRONIC DEVELOPMENT  
CORPORATION LIMITED**

**Keltron House Vellayambalam Thiruvananthapuram - 695003**

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**EOI Invitation**

**For**

**Technology Partner**

**For**

**Implementation of ICT @ Schools in 449 schools in Jharkhand on Build Own Operate and Transfer (BOOT) Model for five years.**

**EOI No: KSEDC/KMO-CHENNAI/ICTJ Dated 30/04/2018**

**Important deadline for bidders**

**EOI Submission: -- 07/05/2018 at 01:00 pm**

**Keltron Marketing Office-Chennai,86**

**Chamiers Road, Chennai – 600 018**

**PART A**

**INFORMATION TO BE FILLED IN BY RESPECTIVE SBU /**

**MARKETING OFFICES**

**EXPRESSION OF INTEREST FOR SELECTING “TECHNOLOGY PARTNERS” FOR  
Implementation of ICT @ Schools in 449 schools in Jharkhand on Build Own Operate and  
Transfer (BOOT) Model for five years.**

## **1. BACKGROUND**

The KELTRON group companies comprise of the holding company the Kerala State Electronics Development Corporation Limited (KSEDC LTD.), two subsidiaries and seven Marketing Offices (KMOs), located at Ahmedabad, Bengaluru, Kolkata, Chennai, Delhi, Hyderabad and Mumbai. KELTRON is the first State Electronics Development Corporation in India, fully owned by the Government of Kerala. KELTRON is incorporated on 29th September 1972 under Companies Act, 1956 with its registered office at Keltron House, Vellayambalam, Trivandrum – 695 033. KELTRON is the Total Solution Provider for the Government of Kerala.

Today, KELTRON products/ projects remain as icons of technology brought to benefit the people. As diverse as its products and their uses are, they are unified by its pivotal strength as a solutions provider. It is this philosophy that has made KELTRON a vital contributor to the changing needs of the world and the community to which it belongs to, during the last 42 years.

Continuing in its quest to bring the benefits of frontier technology to its customers, KELTRON has forged strategic alliances with world leaders in the trade. Its focus today is in adapting technology to fulfil the needs of its customers with a renewal mission to emerge as a provider of better solutions for the future. KELTRON’s major products are Electronic Components, Security and Surveillance Systems, Strategic Electronics, Intelligent Transportation systems, Automatic Traffic Regulating System, Power Electronics, Information Technology Solutions, Process Automation Systems, Project Consulting etc.

KELTRON’s strategic vision is to become a world-class, growth-oriented electronics corporation specialised in providing quality, market-focused products, services and cost-effective system solutions to a large clientele. Company aims to achieve a turnover level of Rs.1000 Crores within the next 5 years.

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## **2. PROJECT**

KELTRON is in the process of augmenting its business domain to include Implementation of ICT @ Schools in 449 schools in Jharkhand on Build Own Operate and Transfer (BOOT) Model for five years herein after called “Solution” and is looking for a suitable „Technology Partner herein after called TP” who has got expertise and experience in designing and/or in providing Technology Support, manufacturing, supply, testing, installation & commissioning in the above solution.

### 3. OBJECTIVE:

KELTRON proposes to appoint a TP with proven professional track record and experience in above solution .With this Request for Qualification through Competitive Bidding, KELTRON seeks Expression of Interest (“EOI”) from interested Parties (“Bidders”) to work as TP to perform the indicative Scope of Work illustrated under Section 4 (Scope of work) of the EOI document.

The EOI document can be downloaded from the website at [www.keltron.org](http://www.keltron.org)

### 4. SCOPE OF WORK

KELTRON intends to participate in the tender floated by Jharkhand Secondary Education Project Council (NIT No.2077 ) for Implementation of ICT @ Schools in 449 schools in Jharkhand on Build Own Operate and Transfer (BOOT) Model for five years.

Keltron invites zone wise Expression Of Interest (EOI) for supply, installation and maintenance of I.T. Infrastructure (Establishment of Computer Lab, Hardware, including Desktop server, Client, networking equipment, operating system (GUI) / Office suit and Applications software, furniture and trainer etc.) in the schools across rural and urban areas of Jharkhand in an efficient and effective manner on Build Own Operate and Transfer (BOOT) Model for five years. Refer Appendix A for more details

#### **Important Note:**

**This is purely an EOI. The bidders shall not mention commercials anywhere in your documents.**

**The successful bidder has to bear tender processing fee, EMD, security deposit, performance guarantee etc., while bidding along with KELTRON/Winning the contract from JSEPC for the aforementioned NIT No.2077 floated by Jharkhand Secondary Education Project Council.**

#### 4.1 Project Objectives:

- a) To set up zone wise Computer Labs in Secondary & Senior Secondary Schools in Jharkhand. The Computer Assisted Learning Model using a Network of minimum 10 computers in each school under centrally sponsored ICT@Schools program. Genesis behind the project is to provide IT infrastructure at the remotest corner of the state schools to fulfill the dream of poor student to use modern age technology in learning. Government of Jharkhand is planning to implement menu base Operating System and Application Software to provide user friendly environment to students.

- b) Zone wise detail of District and number of Schools -

SL NO	Zone	DISTRICT NAME	NO OF SCHOOL
1		DEOGHAR	21
2		DUMKA	19

3	Zone -1	GODDA	13	
4		JAMTARA	17	
5		PAKAUR	17	
6		SAHIBGANJ	9	
7		BOKARO	21	
8		CHATRA	14	
9		DHANBAD	27	
10		GIRIDIH	31	
11		HAZARIBAG	31	
12		KODARMA	7	
13		RAMGARH	17	
Zone-1 Total			244	

14	Zone-2	PASHCHIMI SINGHBHUM	23
15		PURBI SINGHBHUM	37
16		SARAIKELA-KHARSAWAN	18
17		GARHWA	14
18		LATEHAR	11
19		PALAMU	23
20		GUMLA	16
21		KHUNTI	12
22		LOHARDAGA	7
23		RANCHI	37
24		SIMDEGA	7
Zone-2 Total			205
Grand Total			449

- c) To establish an enabling environment to promote the usage of ICT especially in rural areas. Critical factors of such an enabling environment include widespread availability of Computer infrastructure, internet/Broadband connectivity and promotion of ICT literacy.
- d) To ensure the availability of quality content online and through client server architecture.
- e) Enrichment of existing curriculum and pedagogy by employing ICT tools for teaching and learning.
- f) To enable students to acquire skills needed for the digital world for higher studies and gainful employment.
- g) To provide an effective learning environment for children with special needs through ICT tools.
- h) Promote critical thinking and analytical skills by developing self-learning skills of the learner leading to student-centric learning.
- i) To promote the use of ICT tools in distance education, including the deployment of audiovisual medium etc.

#### 4.2 Impart training to Keltron staff (as applicable)

1. On the project/modules/ solutions.
2. Test and QC procedures: Formulation of Test Procedure for inward inspection, in-process quality control and final product testing & acceptance.
3. Installation and Commissioning.
4. After Sales / Maintenance Support.

#### 4.3 As part of Project Implementation Cycle to provide documents: (as applicable)

1. Site / Requirement study
2. Bill of materials
3. Project costing
4. Vendor development support
5. Die & tools development support
6. Type approvals & certification support

#### 4.4 Post Project Implementation Support: (as applicable)

1. Successful Implementation with appropriate approved Test Procedures
2. Continued support to successful running of the project
3. Upgrades if necessary
4. Seamless integration with other systems through “various means”
5. The bidder should have office in Jharkhand. In case bidder has no presence in Jharkhand, bidder shall furnish an undertaking that an office shall be opened in Jharkhand, with sufficient personnel and inventory of spares within a month of selection as Successful Bidder

#### 5. EOI PREPARATION

1. Bidders shall provide the solution, in its entirety to Keltron.
2. Bidder shall submit the EOI in the application form provided as “Form-B”.
3. Bidder shall submit the EOI along with a covering letter as per “Form-A”.
4. Bidder shall submit the EOI in sealed envelope with “EXPRESSION OF INTEREST FOR “TECHNOLOGY PARTNER” written on top, containing one (1) hard copy in original and three (3) photo copies (“Printed Documents”) along with the entire required Appendix in the order provided in the table of enclosures.
5. Bidder shall note that it shall submit the duly filled EOI format and covering letter as mentioned above along with all the supporting documents in hard copy form as well in soft copy form on a CD.
6. The EOI should reach *Keltron Marketing Office-Chennai,86, Chamiers Road, Chennai – 600018* on or before 7 May 2018
7. KELTRON will not be responsible for or accept as a valid reason any postal delay or non-receipt/non-delivery of the EOI.
8. Any deviation from the prescribed format mentioned in the exhibits will make the bid liable for rejection. Bids incomplete in any respect or not providing adequate information will also be ground for rejection.
9. If the Bidder conceals any material information or makes a wrong statement or misrepresents facts or makes a misleading statement in the EOI, in any manner whatsoever, in order to create circumstances for the acceptance of its EOI, KELTRON reserves the right to reject such EOI. KELTRON shall have no liability to any person for excluding or rejecting any such bid.
10. KELTRON reserves the right to accept or reject any EOI or to annul the bidding process and reject all EOIs at any time, without assigning any reasons thereof and KELTRON shall not entertain any claim whatsoever on this account. The Bidder shall have no claim on KELTRON in case his EOI is rejected or the bidding process is annulled.
11. Participants requiring any clarification on the EOI may notify KELTRON in writing or by e-mail to the ID [kelmad@vsnl.com](mailto:kelmad@vsnl.com)

12. KELTRON shall endeavour to respond to the questions raised or clarifications sought by the Participants. However, KELTRON reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken or read as compelling or requiring KELTRON to respond to any question or to provide any clarification.
13. KELTRON may also on its own motion, if deemed necessary, issue interpretations and clarifications to all Participants. All clarifications and interpretations issued by KELTRON shall be deemed to be part of the EOI. Verbal clarifications and information given by KELTRON or its employees or representatives shall not in any way or manner be binding on KELTRON.

## **6. ELIGIBILITY CRITERIA**

1. Bidder should be an Indian Company registered under Companies Act 1956.
2. Bidder should not have been debarred / black listed by any Government, Semi-Government organizations in India, Public Sector Undertakings of the Centre or State Governments.
3. Registered as a company for IT related business.
4. The Bidder should have possession of source code for Firmware (as is applicable) and should have the capability to modify and incorporate changes.
5. The Bidder should have the competency for the mentioned Implementing the solution and should have a panel of expert in the roll.
6. If the Bidder is not a manufacturer (only a technology provider) it should have an authentic undertaking from the corresponding OEM/OEMs - either Indian or foreign.

## **7. EVALUATION of EOI**

1. The SBU/KMOs will constitute an Evaluation Committee to evaluate the responses of the Participants as per the Evaluation Methodology.

The Evaluation Committee constituted shall evaluate the responses to the EOI and all supporting documents & documentary evidence. Inability to submit requisite supporting documents or documentary evidence, may lead to rejection of the EOI response. The Committee may seek additional documents as it deems necessary, at its discretion.



2. EOI evaluation will be carried out considering the information furnished by Bidders as prescribed under covering letter and Application form for EOI. The Bidder must fulfil the minimum qualification requirements as mentioned in Section -6 (Eligibility Criteria) KELTRON intends to conduct the bidding process for the selection of the TP based on a Competitive Two Stage Bidding Process-
  - a) In the first stage, KELTRON intends to qualify bidders who meet the Qualification Requirements detailed in Section -6 (Eligibility criteria) of this Expression of Interest (“EOI”) and declare them as Qualified Bidders and
  - b) In the second stage, Qualified Bidders will be called for a detailed presentation for evaluating their technical capability, product quality, QA procedure, etc.
  - c) Each of the responses shall be evaluated to validate compliance of the Participant according to the processes and approach to enable partnership, presentation and demonstration.
  - d) KELTRON will intimate the outcome of the EOI evaluation in due course. The decision of KELTRON in this regard shall be final and binding on all bidders. After identification of the successful Bidder, KELTRON intends to execute an Agreement/SLA with the successful Bidder, thus concluding the process of appointing a TP.

See the Note regarding EMD to be arranged by the bidder on Page 10.

3. Notwithstanding anything stated above, KELTRON reserves the right to assess Bidder’s capability and capacity to perform along with quality of execution by the bidder based on field visit and feedback, in the overall interest of KELTRON.
4. The decision of the Evaluation Committee in the evaluation of responses to the Expression of Interest shall be final. No correspondence will be entertained outside the evaluation process of the Committee.

The Evaluation Committee reserves the right to reject any or all responses. Keltron reserves the right to equally distribute the work to suitable vendors to expedite Execution.

## **8. OWNERSHIP OF THE EOI**

The bidder shall submit all the documents given in Form C.

- 8.1 Without affecting any intellectual property rights, which may exist in a response to this EOI, all responses submitted will become the property of KELTRON. Without limiting this section, KELTRON reserves the right to copy and reproduce, for KELTRON’s

own internal use, responses for the purposes of evaluation, clarification, negotiation and/or contract execution and anything else related to these purposes. In addition, the KELTRON will retain copies (soft and hard) of all responses, evaluation, negotiation or such other materials as are required for the discharge of its legal obligations and in order to efficiently and effectively manage any contract entered into with a Bidder.

8.2 KELTRON reserves the right to change, modify, add, alter the EOI document or cancel the bidding process without assigning any reasons thereof, at any time during the bidding process. The bidding process shall end with signing of the Agreements. Any such change shall be notified in Keltron web site.

8.3 Notwithstanding anything stated above, KELTRON shall not be responsible or liable for non receipt of any such change/notice by bidder. The bidder or any third party shall not object to such changes/modifications/ additions/ alterations explicitly or implicitly. Any such objection by the bidder shall make the bidder's proposal (at EOI stage, RFP stage and/or financial proposal Evaluation stage) liable for rejection by KELTRON. Further objection by any third party shall be construed as infringement on confidentiality and privileged rights of KELTRON with respect to this document.

#### Note Regarding EMD

The successful bidder has to arrange an EMD for rs 50,00,000 per zone on or before May 7 2018 in any of the following ways:

i) DD for Rs 50,00,000 per Zone issued by any nationalized or scheduled bank in favor "Kerala State Electronics Development Corporation Ltd" Payable at Chennai and should Be valid for 6 months from the date of issue of DD.

ii) DD for Rs 50,00,000 per Zone issued by any nationalized bank or scheduled bank in favor of "Jharkhand Secondary Education Project Council" Payable at Ranchi And should be valid for 6 months from the date of issue of DD.

Iii) BG for Rs 50,00,000 per Zone issued by any nationalized or scheduled bank Excluding Axis Bank in favor of "Jharkhand Secondary Education Project Council".