

Dedicated Freight Corridor Corporation of India Ltd.

(A GOVERNMENT OF INDIA UNDERTAKING)



Invitation for Expression of Interest

For

“Implementation of Integrated IT Solution”

No.: HQ/IT/SI

5th October 2010

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1. Background or Introduction

1.1 Introduction to DFCCIL

Ministry of Railways has embarked upon a long-term, strategic plan to construct high capacity, high speed, Dedicated Freight Corridors (DFCs) along the Golden Quadrilateral and its diagonals. Dedicated Freight Corridor Corporation of India (DFCCIL) is a Special Purpose Vehicle set-up as a company under the provisions of the Companies Act, 1956. DFCCIL is under the administrative control of Ministry of Railways, which has 100% equity holding. The main activities envisaged to be performed by DFCCIL include planning & development, mobilization of financial resources, construction and maintenance of the Dedicated Freight Corridors and operation of freight traffic trains.

In the first phase, DFCCIL is constructing two corridors:

- Eastern Dedicated Freight Corridor
- Western Dedicated Freight Corridor

	Eastern Corridor	Western Corridor
From – To	Ludhiana – Dankuni	Dadri – JNPT (Mumbai)
Length	1279 Km	1483 Km
Number of CPMs	5	7
Funding	Indian Railways, World Bank, PPP	Indian Railways, Japan International Cooperation Agency (JICA)

Preliminary Survey Work on four additional freight corridors is currently in progress and construction work on these corridors will be taken up in future.

DFCCIL plans to construct the Eastern and Western DFCs by outsourcing the design, construction and supervision work to consultants/contractors selected through competitive bidding based on the guidelines of multilateral/bilateral funding agencies. As such, DFCCIL is envisaged as a lean & trim organization with satellite field offices or Chief Project Manager Offices (CPMs) located at important towns along the two corridors. As on date, there are 12 CPM offices whose primary role is monitoring the progress of construction work in their jurisdiction. The DFCs, to the extent possible, are being built along the existing Indian Railways' track alignment and on land belonging to Indian Railways. At places where land is not available with Indian Railways for the decided alignment of the DFCs, land will be acquired and owned by Indian Railways. Currently, DFCCIL is facilitating land acquisition process along the corridors. Land for the development of DFCs will be leased to DFCCIL by Indian Railways.

As per the mandate, DFCCIL will function as an infrastructure service provider offering non-discriminatory access for running freight trains to qualified train operators (which in present case comprises only the Indian Railways) and will not run freight trains of its own. Revenue for DFCCIL will be generated in the form of Track Access Charge to be levied on the qualified train operators.

1.2 Introduction to Wipro: DFCCIL's IT Consultant

DFCC has appointed consulting arm of Wipro Ltd. as its independent IT Consultant, through an open competitive bidding process for executing this project on IT Strategy and Programme Management of DFCCIL. Scope of work for Wipro includes, conducting the As Is Study, suggesting the To Be processes, design the high level IT roadmap and project plan for implementation, develop the RFP for selection of the System Integrator and undertake bid process management for selection of SI. Based on the work carried out by Wipro, Vendor (System Integrator) will be required to develop the System Requirement Specifications (SRS) or detailed design documents based on which vendor will have to develop / customise, integrate and implement the integrated IT solution.

Wipro will also be responsible for Program Management and Test Phase Documentation wherein it will supervise successful implementation of the integrated IT solution by the selected System Integrator. This would comprise monitoring the work of System Integrator to facilitate implementation of integrated IT solution as planned, as well as post implementation reviews. Wipro, therefore, will not be competing for any downstream business in this project.

1.3 Goals and Objectives of DFCCIL

The prime objective of setting-up of DFCCIL is to improve the capacity, quality, competitiveness and utilization of rail freight transport services in India by setting-up of new inter-operable railway corridors dedicated to facilitating the safe and efficient movement of freight trains and by reducing the unit cost of freight operations making rail freight more financially attractive to transport users. The mutual obligations of MOR and DFCCIL are being detailed through the Concession Agreement entered into between MOR and DFCCIL. However, DFCCIL is to be commercially independent of MOR and their arrangement with MOR is to be on an 'arm's-length' basis. The objective of DFCCIL is to procure the financing, design, construction, commissioning, maintenance and repair of the New Railway and Associated Infrastructure in a manner that delivers value for money. DFCCIL is to be an efficient, cost-effective, commercially focused and well-managed project management company and infrastructure provider with the acumen to operate freight trains along its corridors with the long term objective of being in a position to function as a commercial organization with a return appropriate for the risks accepted by it. DFCCIL has to be financially viable and function according to market requirements as per best commercial practice.

Being a green-field project, there are no legacy IT systems, except Tally, Bentley Map and Staad Pro, at DFCCIL. Interested parties are requested to visit DFCCIL's website (<http://dfccil.org>, <http://www.dfcc.in>) for more details.

1.4 Purpose of the EOI

DFCCIL wishes to invite Expression of Interest (EoI) from professional and reputed IT Services organizations specializing in design and implementation of package-based integrated IT solutions across the globe for successful design, development/customization and implementation of DFCCIL's Integrated IT solution as per the requirements defined in the Section 2 on Scope of Work.

The purpose of the EOI is to assess the capabilities of organizations providing similar kind of services (as specified in the Scope of Work in Section 2 of this document) and to invite them to propose a probable technical solution. Based on the response to the EOI, organizations will be short-listed for submission of Request for Proposal (RFP).

1.5 Bidding as a Consortium

Vendors may bid in a consortium to enhance their offering. However, the total number of members (including the Prime Vendor) in a Consortium must not exceed three. The response to Expression of Interest must clearly define one member as the Prime Vendor (who must be a reputed System Integrator with proven expertise in enterprise package Design, Development / Customisation, Integration and Implementation) and must clearly state the role to be played by each member of the Consortium in providing the services envisaged in Section 2 under Scope of Work. The Prime Vendor must be responsible for execution of over 50% of the total contract value. Consortium members must be registered with only one prime vendor at the time of bidding and cannot switch over to other vendors later (post bidding).

The prime vendor will be required to enter into or express an intention to enter into an MOU to this effect with the Consortium Partners before submission of EOI, to adhere to all relevant terms and conditions in the final contract between DFCCIL and the prime vendor and the documentation for the same should be submitted along with response to EOI. The structure of the Consortium will not be permitted to be changed after the EOI.

It is to be noted that the prime vendor cannot be a consortium partner in some other consortiums bidding for this project.

1.6 Declaration for sub-Contractors

In addition to stating clearly the role played by each member of the Consortium, details and roles of “sub-contractors” (if any), needs to be clearly stated. The Prime Vendor must have back-to-back agreements with all its sub-contractors. DFCCIL reserves the right to ask for any such documentation at any given point in time during the EOI / RFP process.

Any changes in subcontractors would require explicit approval from DFCCIL.

1.7 Confidentiality

The SI shall treat as secret and confidential any published or unpublished information relating to the DFCCIL’s technology, or other know-how, business plans or finances or any such information. SI shall have to ensure that its consortium partners, sub-contractors and employees at any time for any reason, do not disclose or permit to be disclosed to any person or otherwise make use of or permit to be made use of any such information.

Similarly, confidential information including, but not limited to information pertaining to services, clients, methodologies, etc., made available to DFCCIL and its Consultants (Wipro) by the SI during the course of this association / EoI process will not be disclosed to any third party either by DFCCIL or its employees and consultants.

2. Scope of Work

The broad Scope of Work to be performed by the System Integrator (SI) shall comprise the activities outlined below. These activities are indicative but not exhaustive. The detailed functional requirements shall be defined as a part of the Request for Proposal (RFP) to be issued later by DFCCIL to short-listed vendors.

1. **Design and Development of package-based integrated IT Solution:** System Integrator (vendor) shall be responsible for design and development of a package-based integrated IT solution for DFCCIL covering various application software (as detailed in 2A and 2B below) and IT infrastructure including hardware and networking components.
2. **Implementation of Integrated IT Solution:** System Integrator (vendor) shall be responsible for Implementation of the Integrated IT Solution within 12 months from the date of award of contract after the RFP process. It will include:
 - A. Development, customization and integration of the following Application software modules / components for meeting DFCCIL's end-to-end business requirements :
 - a) Financial Management System (FMS)
 - b) Human Resource Management System (HRMS)
 - c) Project Management and Monitoring system (PMS)
 - d) Contract Management System
 - e) Document Management System/ Enterprise Content Management System
 - f) Enterprise Asset Management
 - g) Knowledge Management System (KMS)
 - h) Geographical Information System (GIS)
 - i) Master Data Management (MDM)
 - j) Integrated portal of DFCCIL including Intranet for employees
 - B. In addition to the above, Integrated IT solution for DFCCIL will also have a module on Land Acquisition to capture data / information related to land being acquired for the project, people affected because of such land acquisition and their rehabilitation and re-settlement. DFCCIL has completed major part of the land acquisition process along the two Corridors and the land acquisition data, therefore, exists in hard and soft formats with DFCCIL which will be required to be migrated to the new system.
 - C. Establishment of IT infrastructure including setting up of Data Centre and LAN/WAN.
 - D. Adequate provision will have to be kept for future development and enhancement of Integrated IT solution during the design stage itself. The solution will need to be enhanced to cater to the operational needs, when the train operations and commercial transactions will commence on a later date (expectedly by year 2018 or earlier). It will

also have to cater to integration with Indian Railways' Freight Operations Information System (FOIS). Similarly, during the operations phase, the SI will be required to keep into account all data/information needs for deployment of an Enterprise Asset Management System.

- E. System Integrator should propose a design and development methodology for the integrated IT solution keeping in view the fact that DFCCIL is a newly incorporated organization and as such its systems and processes are still in an evolutionary stage. Therefore, System Integrator (vendor) should ensure that the solution should be flexible enough to accommodate technological/ regulatory changes / changing needs of DFCCIL in future.

- 3. Procurement of hardware and software:** System Integrator will be responsible for procurement, supply, commissioning and maintenance of the requisite hardware, software (including system software) and networking components for IT solution. Selected SI shall be required to ensure comprehensive warranty of the hardware and network components for 3 years from the date of Go-Live of the Integrated IT Solution, which shall be extendable by another 2 years.
- 4. Testing of Integrated IT solution:** System Integrator (vendor) shall be responsible for end-to-end testing, including unit testing and integration testing of the Integrated IT solution including its components. SI will also be responsible for getting the User Acceptance Testing done through the end users in DFCCIL.
- 5. Security of the Integrated IT solution:** System Integrator will be responsible for taking all measures, at each stage of the project, for ensuring security of Integrated IT solution, including security of data, applications, network as per the present IT standards. SI would also be required to specify the security standards / framework that would be applicable to the solution. The Data Center to be set-up by the SI for DFCCIL needs to be ISO 27001 compliant. A certification to this effect needs to be obtained post-implementation of the Data Center. SI will also be required to facilitate in functional audit and certification of the Integrated IT solution through an independent and reputed 3rd party agency.
- 6. Training to end-users for using Integrated IT solution:** System Integrator will be required to undertake change management and training of DFCCIL officials. The SI will also be required to train a few super users within DFCCIL as Master Trainers who would at a later stage undertake training of any new staff or re-train the existing staff of DFCCIL. SI will also be responsible for developing all training related documentation including end-user manuals and system admin manuals for various modules.
- 7. Integrated IT Solution Warranty:** System Integrator (Vendor) shall warrant that the systems and overall solution supplied to DFCCIL shall have no defects arising from the design or workmanship or any act of omission. This warranty would also cover adapting the software for any additional requirements that might come to the notice of DFCCIL at the time of actual use of the software. The warranty shall remain valid for a period of 3 (years) years from the date of "sign-off", which should be within 10 (Ten) weeks from the "Go-Live" date.
- 8. Operation and Maintenance of Integrated IT solution:** Vendor shall provide managed IT services for 3 (Three) years, extendable further on mutually agreed terms and conditions from the

expiry of above-mentioned Warranty. This will include operation & maintenance of the requisite hardware, software and application server(s) with an uptime of at least 99.5%. The operation & maintenance shall be done by a dedicated team of the System Integrator at its own costs. It shall include regular monitoring & updation of the content /services as desired by DFCCIL. It should include maintenance for overall system, solution maintenance, system administration, security administration, database administration, network administration and end-user problem resolution.

3. Eligibility Criteria

3.1 Minimum Pre-qualification Criteria

The Expressions of Interest received would be evaluated for compliance with prequalification criteria first and then scored according to the evaluation criteria as defined in section 6.2. Subsequently, short-listed qualified vendors will be issued an Request for Proposal (RFP) and will be required to submit detailed Technical solution and Commercial proposal based on the RFP issued.

The response to EOI must be submitted as per section 4.2. The Understanding and Approach & Methodology section must be as concise as possible (preferably in less than 25 pages except case studies). **Bulky submissions will carry a negative weight in evaluation.**

The EoI submissions from the organizations meeting the following minimum pre-qualification criteria only will be considered for evaluation:

S.No.	Eligibility Criteria	Supporting Evidence
1	The vendor organization should have been operational in India for at least last five (5) financial years as of 31-08-2010.	Certificate of Incorporation and Certificate of Commencement issued by the Registrar of Companies.
2	Single Vendor or Prime Vendor in case of Consortium organization must have a proven and consistent track record of successfully offering system integration services including Enterprise Application package software development/customisation, Integration and Implementation. Vendor organization should have minimum total annual turnover of Rs. 500 crore or Rs. 100 Crore only from Enterprise Application package software development/customisation and system integration services each year during the last 3 financial years (2007-08, 2008-09 and 2009-10).	Audited balance sheets or attested certificate from auditor, of the last 3 financial years (2007-08, 2008-09 & 2009-10). The Turnover from IT services related operations, should be evidenced by the relevant financial statements and audited accounts of the company;
3	The Prime Vendor organization must have been successfully assessed SEI CMMi Level 5 for IT Application Services and the certification must be currently held.	Copy of current SEI CMMi Level 5 certificate
4	Subcontractors, if any, either in case of a single vendor or a consortium must be at least CMMi Level 3 certified	A letter of Undertaking from Vendor / Prime Vendor confirming that it will avail sub-contracting services of sub-contractors having CMMi level 3 or above certification
5	In case of a Consortium, consortium partners other than Prime Vendor must be at least CMMi Level 3 certified	Copy of current SEI CMMi Level 3 certificate for all Consortium Partners
6	The Vendor (Single Vendor or Prime Vendor as well as all members of Consortium) shall submit a self-declaration for being not under legal action for corrupt or fraudulent practices by any of its clients.	Self Attested Declaration
7	Single Vendor or Prime Vendor should have minimum	Self Attested Certificate to

Invitation for Expression of Interest for Implementation of Integrated IT Solution for DFCCIL

	1000 fulltime employees working in India on application services and customisation including 200 full-time employees working on package based System Integration projects.	ensure rolls of the company meets the qualification criteria
8	The Single Vendor or Prime Vendor should be a profit making company in each of the last 3 financial years (2007-08, 2008-09 & 2009-10).	Audited balance sheets of the last 3 financial years (2007-08, 2008-09 & 2009- 10).
9	<p>The Single or Prime Vendor should have successfully completed at least two system integration projects (covering design and implementation of Enterprise level Application Software packages) in Government / PSUs in India. The total value of each of such projects should at least be Rs. 15 Crore, while the value of the component of Software Development/customization and software maintenance within the project should be at least Rs. 4.0 Crore excluding taxes. The Projects shall be with any Government Department at the central / state level or any central/state Public Sector Undertaking / large public limited companies operating in Transport / Construction / Utilities sector.</p> <p>The Vendor must submit certificate of satisfactory completion of the above projects during the last three years. Work-in-Progress projects will not be considered for evaluation.</p>	<p>Satisfactory Completion Certificate by the client / Statement and audited accounts of the company / Attested certificate from the official auditor.</p> <p>The corresponding agreement of these projects should also be submitted.</p> <p>Details to be specified as the format in Annexure-4.</p>
10.	<p>The Vendor should have successfully completed at least one system integration projects covering design and implementation of Geographic Information System (GIS) in India. The total value of such project should at least be Rs. 2.0 Crore excluding taxes. The Project shall be with any Government Department at the central / state level or any central/state Public Sector Undertaking / large public limited companies operating in Transport / Construction / Utilities sector.</p> <p>The Vendor must submit certificate of satisfactory completion of the above projects during the last three years. Work-in-Progress projects will not be considered for evaluation.</p>	<p>Satisfactory Completion Certificate by the client / Statement and audited accounts of the company / Attested certificate from the official auditor.</p> <p>The corresponding agreement of these projects should also be submitted.</p> <p>Details to be specified as the format in Annexure-4.</p>

Please Note:

Vendor: Where ever specified, should mean either a Single Vendor or Consortium

Consortium: Association of two or more Companies, Organizations with the objective of participating in this project. Consortium is to be led by a Prime Vendor

4. Terms and Conditions for Submission of Application

4.1 Schedule of Events (Timelines)

Applications should be submitted before 1500 hours IST on 25th October 2010. This is defined as the Application Due Date. DFCC may, in exceptional circumstances, and at its sole discretion, extend the Application Due Date by issuing an Addendum.

Activity	Timeline
Clarification sought on the EoI by Vendors	20 th October 2010
Last date for submission of EoI	1500 hours IST on 25 th October 2010
Opening of responses to EOI	1600 hours IST on 25 th October 2010
Declaration of short listed firms.	Will be intimated to successful vendors individually

Any Application received after the Application due date and prescribed time shall not be accepted by DFCCIL and shall be summarily rejected.

4.2 Documents comprising the vendor's proposal

The response submitted by the vendor shall comprise the following documents:

1. Completed format for Letter of Application as per Annexure 1
2. Completed format for General Information as per Annexure 2
3. Completed format for Financial Capability Evaluation as per Annexure 3
4. Completed format for Relevant Experience as per Annexure 4
5. Completed format for Technical Competence & Qualification of Key People likely to be assigned to the project as per Annexure 5
6. Completed format for CMMi level 5 and CMMi level 3 Certification (for consortium partners and sub contractors) as per Annexure 6.
7. All undertakings submitted by the Authorized Signatory shall be on a Stamp Paper of value not less than Rs. 100
8. Proposal document should contain a brief about the Understanding and the Approach & Methodology for the proposal under consideration (preferably in less than 25 pages except case studies).

4.3 Application Processing Fee

All interested parties are required to pay Rs 5,000/- (Rupees Five Thousand only) as non-refundable Application Processing Fee. EOI can be downloaded from the DFCCIL's website. At the time of submission of application, parties should submit a demand draft of Rs. 5,000/- favouring "DFCCIL" payable at New Delhi failing which their application will get rejected.

4.4 Format & signing of proposal

1. The Vendor would provide all the information as per this EOI. DFCC would evaluate only those proposals that are received in the required format and are complete in all respects, before last date for submission of EoI.
2. The Vendor shall prepare one original proposal, which will be marked "ORIGINAL". In addition, the Vendor shall make two additional copies of the proposal, which will be marked "COPY". A soft copy of the proposal should also be provided on CD/DVD. In the event of any discrepancy between the original and the copy, the original shall prevail.
3. The proposal and its copy shall be typed or written in indelible ink and each page shall be initialed and stamped by the Vendor. Alterations, omissions, additions, or any other amendments made to the proposal shall be initialed by the authorized signatory.

4.5 Language

The proposal and all related correspondence and documents should be written in the English language. Supporting documents and printed literature furnished by Vendor with the proposal may be in any other language provided that they are accompanied by appropriate translations of the pertinent passages in the English language duly certified appropriately.

Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the proposal, the English language translation shall prevail.

4.6 Compliance with Eligibility criteria

The vendor organizations desiring to respond to the EOI will have to submit their details regarding their meeting the eligibility criteria as defined in this EoI. The organizations are responsible for submitting all supporting documents that evidence their fulfillment of the pre qualification criteria.

DFCCIL is entitled to ask the vendor to submit any additional supporting documents regarding its meeting the pre-qualification criteria, which may include letters from past clients, copies of contracts and it will be the responsibility of the vendor to satisfy DFCCIL. The vendor will not take refuge under Non-disclosure Agreements, Confidentiality agreements for non submission of documents supporting its claims of fulfilling the eligibility criteria.

4.7 Validity of Proposals

Proposals shall remain valid for a period not less than 120 days from the Date of submission of Proposals. DFCCIL reserves the right to reject any proposal, which does not meet this requirement.

4.8 EoI Queries

DFCCIL will address any clarifications of the Organizations interested in responding to the EOI received on or before 20th October through email or other modes of written communication. If required, a Question and Answer Session will be held on 21st /22nd October, 2010 at DFCCIL's office. The queries related to the EOI can be addressed to General Manager (Finance) & CIO at the following email ID: itproject@dfcc.co.in

1. The Vendors are requested to submit any questions in writing. The responses to the questions raised, will be published in the Official Website of the DFCCIL and communicated to all the Vendors.
2. Any modification of the EOI document, which may become necessary as a result of the queries received shall be issued as an Addendum/Corrigendum and published on the Official website of the DFCCIL.

4.9 Proposed Methodology

In addition to the Credentials, the response to Expression of Interest must also contain a brief on how the Vendor proposes to approach the implementation, what technologies it proposes to adopt and its suitability as compared to other contemporary technologies. The Vendor may also provide suggestions and comments (if any) on the Scope of Work provided in Section 2.

4.10 Quality of Response

The response to EOI should be as precise as possible, especially the Understanding and Approach & Methodology Section. The vendor should enumerate its understanding of the project/ project components and clearly outline the approach and methodology for each of the following:

- a) Design, development and Customisation of integrated IT solution
- b) Enterprise Application Package – highlights and reasons for choosing the package
- c) Integration methodology including integration with bespoke software packages and GIS
- d) Hardware platform -- highlights and reasons for choosing the same
- e) Strategy for Implementation of overall integrated IT solution including GIS
- f) Approach for ensuring Security of the IT solution at all levels – Application, Network, Database, Physical etc.
- g) Approach for scalability of the IT Solution for addition / integration of new modules
- h) Methodology for testing including integration testing and UAT of the solution
- i) Project and Programme Management methodology
- j) Management Processes to be adopted for ensuring Quality of deliverables

4.11 Technical Presentation

The short-listed vendors may be asked to make a Technical presentation before the Evaluation Committee being set-up by DFCCIL before issuance of RFP. The purpose of this meeting is to understand the technical solution and to resolve queries, if any, that may be raised at that stage by either party.

4.12 Submission of Wrong Information

DFCCIL will disqualify any Vendor at any stage of bid evaluation, if it is discovered that the Vendor has made wrong claims regarding its fulfillment of the eligibility criteria and the DFCCIL may blacklist and initiate a legal action.

In the event of contract being awarded (post the RFP stage) to such a firm making false claims/suppression of truth/ misleading claim/wrong claim regarding its fulfillment of the eligibility criteria during the EoI or any subsequent stage, DFCCIL shall declare the Vendor (Prime Vendor in case of a consortium) in breach of the contract and shall immediately terminate the contract and forfeit the Performance Bank Guarantee submitted by the company. The DFCCIL (and Ministry of Railways) may blacklist and initiate a legal action against such vendor or Prime Vendor..

4.13 Address for Submission of Application

All applications should be submitted in a sealed envelope on the following address:

General Manager (Finance) & CIO,
Dedicated Freight Corridor Corporation of India Limited (DFCCIL),
5th Floor, Pragati Maidan Metro Station Building Complex,
Pragati Maidan, New Delhi - 110 001
Telephone: +91 11 23454780 Fax: +91 11 23454782
Email: bsalhotra@dfcc.co.in

Registered Office: 101-A, Rail Bhawan, New Delhi - 110001

5. Amendment to EOI

1. At any point in time, seven working days prior to the deadline for submission of bids, DFCCIL, for any reason, whether at its own initiative or in response to a clarification requested by a prospective vendor, may modify the bidding documents by amendment.
2. In order to allow prospective vendors reasonable time in which to take the amendment into account in preparing their bids, DFCCIL, at its discretion, may extend the deadline for the submission of bids.

6. Evaluation of Responses

Information relating to the examination, clarification and comparison of the EoI and recommendations for the award of the project shall not be disclosed to vendors or any other persons not officially connected with such process until the name of the shortlisted and successful vendor has been announced.

6.1 Evaluation of EOI responses

The responses to the EOI including the enclosed documentation shall be evaluated in the following manner:

1. Preliminary scrutiny of the response to EOI will be made to determine whether they are complete, required processing fee has been furnished, whether the documents have been properly signed, and whether the response is generally in order.
2. The documentation furnished by the vendor will be examined to see if the submissions meet the minimum eligibility criteria as specified in related section [Section3].
3. Prior to the detailed evaluation as per evaluation criteria given below, DFCCIL will determine the substantial responsiveness of each bid. A substantially responsive bid is one, which conforms to all the terms and conditions of the EOI document.

Finally, up to top six applicants, on the basis of the marks secured in the evaluation criteria (Section 6.2), will be short-listed to participate further in the bidding (RFP) process. Successful applicants may be asked to submit a more detailed IT solution. All applicants will be notified by email as soon as possible, regarding the success of their submission. DFCCIL may seek additional information/clarification at any stage of evaluation.

6.2 Evaluation Criteria

The EoI submitted by firms meeting the above minimum pre-qualification criteria would be evaluated on the basis of the following criteria:

	Particulars	Max Marks
A	Past Experience of the firm	40
1.	Number of years of required experience for Vendor or Prime Vendor in case of Consortium (Minimum 5 years as on 31st August 2010)	10
2.	Experience in System Integration of large projects involving design and implementation of Enterprise Application software packages (at least Rs. 15 Crore)	20
3.	Experience of implementing GIS in any large infrastructure / Utilities Company / Govt. Departments / PSUs	10
B	Technical capability of the firm (at least three project in each sub-category) (as on 31st August 2010)	40
1.	Experience of working as a system integrator covering implementation of enterprise class HR, Finance, Project Management, Document Management and GIS modules including customization and integration.	15
2.	Experience of setting up LAN/WAN/Data centre and Disaster Recovery centre.	10
3.	Experience of working as a System Integrator covering implementation of any of the three components mention in Scope of Work (Point—2A, Section-2)	15
C	Financial Strength of the Vendor (or Prime Vendor in case of Consortium)	20
1.	Turnover for last 3 years (2007-08, 08-09 & 09-10). Qualifying Turnover will be atleast Rs. 500 Crores	10
2.	Average Net Profit for 3 years (2007-08, 08-09 & 09-10)	10

* It is expected that personnel to be deployed on the project by vendor will have certifications in the likes of Prince2 or PMBoK in project work//ITIL v2 for operations services and COBIT for other projects.

Note:

1. EOIs for which an acceptable notice of one calendar day before the last date of submission of application for withdrawal has been submitted by an applicant shall not be opened.
2. DFCCIL would subsequently examine and evaluate Applications in accordance with the criteria set out above.
3. DFCCIL reserves the right to reject any Application, if:
 - At any time, a material misrepresentation is made or discovered; or
 - The Applicant does not respond promptly and diligently to requests for supplemental information required for the evaluation of the EOI.

7. General Information

7.1 Information Provided

The EoI document contains statements derived from information that is believed to be reliable as on date but does not purport to provide all of the information that may be necessary or desirable to enable an intending Vendor / SI to determine whether or not to enter into a contract or arrangement with DFCCIL in relation to the provision of services.

8. Procurement Process

8.1 Designation and address of the person inviting the proposal

General Manager (Finance) & CIO,
Dedicated Freight Corridor Corporation of India Limited,
5th Floor, Pragati Maidan Metro Station Building Complex (DFCCIL),
Pragati Maidan, New Delhi - 110 001
Telephone: +91 11 23454780 Fax: +91 11 23454782
Email: bsalhotra@dfcc.co.in

8.2 Release of EOI

As a first step towards implementation of integrated IT Solution, DFCCIL has released this Expression of Interest (EoI) in the market. DFCCIL will shortlist vendors, as per the evaluation criteria specified in Section 6.2, who fulfill the eligibility criteria specified in Section 3.1 of the EOI.

8.3 Selection process

The vendors short-listed as a part of the EoI process (based on evaluation criteria mentioned in Section-6) shall be asked to present their technical solution at DFCCIL premises. Subsequently they will be provided with the RFP and will be required to submit a details technical proposal and a Commercial bid for implementation of the required IT solution covering all requirements mentioned in Scope of Work (section-2). The final vendor organization would be selected as per the selection criteria set out in the RFP.

8.4 Disclaimer

The information contained in this Request for Expression of Interest document or subsequently provided to Vendor(s), whether verbally or in written form by or on behalf of DFCCIL or any of their employees or advisors, shall be subject to the terms and conditions set out in this EOI document and any other terms and conditions subject to which such information is provided.

This EOI document does not purport to contain all the information each Vendor may require. This EOI document may not be appropriate for all persons, and it is not possible for the DFCCIL, their employees or Consultants to consider the investment objectives, financial situation and particular needs of each party who reads or uses this EOI document. Certain Vendors may have a better knowledge of the proposed Project than others. Each Vendor should conduct its own study and analysis and should check the accuracy, reliability and completeness of the information in this EOI document and obtain independent advice from appropriate sources. DFCCIL and its representatives, their employees and consultants make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the EOI document.

DFCCIL may, at its discretion, but without being under any obligation to do so, update, amend, add to any or all of the provisions or supplement the information of this EOI document or cancel the present Invitation and call for fresh Invitations.

DFCCIL reserves the right to reject any or all of proposals submitted in response to this EOI, invitation at any stage without assigning any reasons whatsoever. DFCCIL also reserves the right to hold, or withdraw from, or cancel the process at any stage up to the final selection.

Neither DFCCIL nor their employees or consultants will have any liability in case of non-receipt of any correspondence from them to the vendors due to postal delays.

Subject to any law to the contrary, and to the maximum extent permitted by law, DFCCIL and its officers, employees, contractors, agents, and advisors disclaim all 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 forecasts, statements, estimates, or projections contained in this Request for EoI document, or conduct ancillary to it, whether or not the loss or damage arises in connection with any negligence, omission, default, lack of care or misrepresentation on the part of DFCCIL or any of its officers, employees, contractors, agents, or advisors.

8.5 Costs to be borne by Vendors

All costs and expenses incurred by respondents in any way associated with the development, preparation, and submission of responses, including but not limited to the attendance at meetings, discussions, demonstrations etc and providing any additional information required by DFCCIL, will be borne entirely and exclusively by the Respondent.

8.6 No Legal Relationship

No binding legal relationship will exist between any of the Respondents and DFCCIL until the execution of a contractual agreement. The selection in the EoI or participation in the EoI process does not qualify for any contractual obligation from DFCCIL. The issuance of RFP for the shortlisted vendors does not qualify for any contractual obligations from DFCCIL. Mere submission of response to this EOI or Pre-qualification or issue of RFP does not vest any right in the vendor for being selected for the project.

9.1 Annexure 1 – Application Form

Format for Covering Letter

To
The General Manager (Finance) & CIO,
Dedicated Freight Corridor Corporation of India Limited (DFCCIL),
5th Floor, Pragati Maidan Metro Station Building Complex,
Pragati Maidan,
New Delhi - 110 001

Sub: Expression of Interest for Implementation of Integrated IT solution for DFCCIL

Sir/Madam,

Having examined the EoI document and annexures thereto, we, the undersigned, in conformity with the said document, being duly authorized to represent and act on behalf of _____ (herein after referred to as "the Vendor"), and having reviewed and fully understood all of the qualification requirements and information provided, hereby express its interest and apply for qualification for the design, development, implementation & maintenance of Integrated IT solution for DFCCIL.

We are enclosing our Proposal, in one original and one supporting copy, with the details as per the requirements of the EoI Document, for your evaluation. The undersigned hereby also declares that the statements made and the information provided in the Proposal is complete, true and correct in every detail. We would like to clearly state that we qualify for this work as our Organization meets all the eligibility criteria indicated by you in the EoI document.

We confirm that the application is valid for a period of 120 days from the due date of submission of application unconditionally.

We understand that if the details given in support of claims made above are found to be untenable or unverifiable or both, our proposal may be rejected without any reference to us. We further clearly understand that DFCCIL is not obliged to inform us of the reasons of rejection of our proposal.

Dated this ____ day of _____ 2010

Yours faithfully,
(Signature of Authorized Signatory)

(Name, Title and Address of the Vendor)
Company seal & stamp

9.2 Annexure 2 – Format For General Information

S.No.	Particulars	Details	
Basic information of Organization			
1	Name of firm		
2	Address of the corporate headquarters		
3	Date of incorporation		
4	List of current directors		
5	Other key management persons		
6	Key contact person/s for this project along		
	Name:		
	Designation		
	E-mail		
	Contact No	Fax	
	Name:		
	Designation		
	E-mail		
	Contact No	Fax	
7	Service Tax Registration No:		
8	PAN No:		
9	Article of Association Submitted or Not		
10	CMMi Level 5 /Level 3 Certification	Please provide details as per Appendix-5	
11	Number of Regular IT Professionals working with the Organization (in India)		
12	Details of all successfully completed projects executed as mentioned in the eligibility criteria (Section-3.1) in last three years.	Yes/No, If yes please furnish details as per Appendix-4.	
13	Organization not blacklisted	Yes/No	
14	Litigation on similar services	Yes/No	

Note: Copies of the supporting documents should be attached along with the proposal.

9.3 Annexure 3 – Format For Financial Capability

Financial Information			
	FY 2007-08	FY 2008-09	FY 2009-10
Total Turnover (in INR Crore)			
Turnover from IT related services (in INR Crore)			
Turnover from System Integration Services (in INR Crore)			
Profit After Tax (in INR Crore)			
Net Worth (in INR Crore)			
Other relevant information			

Note: Please attach relevant sections of the documentary proofs

9.4 Annexure 4 – Format For Submission of Project Credentials

Name of the client	
Full Address(Including contact details, fax, e-mail id):	
Details of the Client’s contact person for reference.(Please include name, designation, postal address, contact phone, fax number and e-mail id)	
Nature of the Project (ERP, Multi-location, Work-flow, e-Governance, GIS projects)	
Approx. value of the contract:	
Duration of assignment (months):	
Total No of staff-months of the assignment:	
Approx. value of the services provided under the contract (in Current INR):	
Start Date (Month/Year):	
Completion Date (Month/Year):	
Number of Months of Professional Staff Provided by Consortium Partners if any:	
Project Completion Certificates:	
Acceptance from Concerned Officers:	
Brief description of integration methodology, technologies used and reuse of components	
Narrative Description of successfully completed Project:	
Description of Actual Services Provided by System Integrator /Vendor:	

Note: Please attach relevant documentary proof

9.5 Annexure 5 – Details of technical competence and qualification of key personnel likely to be assigned to the Project

S.No.	Name of Staff	Role	Education	Experience (in Years)	Area of Expertise	No. of relevant projects handled

9.6 Annexure 6 - Format for Declaring CMMi Level 5 / Level 3 Certification

Certification	
Assessment Date	
Units/Locations Assessed	
Name of the Company that performed the assessment	
Other Relevant Information (Enclose copy of the certificate)	
Validity period	

Note: Please attach relevant documentary proof

9.7 Annexure 7 - Submission Checklist

S. No.	Submission Checklist	Submitted? (Y/N)
1	Has Bank Draft of Rs 5,000 as processing fee been attached?	
2	Is SEI CMMi level-5 certificate been attached?	
3	Is SEI CMMi level-3 certificate been attached?	
4	Is Certificate of Incorporation attached?	
5	Is self-attested certificate for minimum 1000 fulltime employees working in India on application services including 200 fulltime employees working on package based system integration services attached?	
6	Is a self declaration for being not under legal action for corrupt or fraudulent practices by any client attached?	
7	Have copies of audited financial statements for last 3 financial years (2007-08, 2008-09 and 2009-10) OR Certificate from CA for turnover during the last 3 financial years from IT services been attached?	
8	Have 2 copies of the Response to EoI been provided?	
9	Has the Capability Statement been provided?	
10	Have required project credentials been submitted in prescribed format?	
11	Are copies of Project Completion Certificates or Client References for verification attached?	
12	Have details of Projects successfully completed been provided	
13	A brief about the understanding and the Approach & Methodology for the proposal under consideration has been attached?	
14	Has a soft copy on CD been provided?	