

Expression of Interest (EoI) Document

Requirement, Eligibility Criteria and Terms & Conditions for engaging Agencies having specialization in one or more fields mentioned in the document.

1. INTRODUCTION

Haryana State Electronics Development Corporation Limited (HARTRON) is a Haryana State Govt. Undertaking engaged in dealing with Electronics, Telecommunication and Information Technology related projects and solutions in the State of Haryana. It is nodal agency of the Haryana Government for effecting all procurement of Information Technology products (Hardware, Software, Data center services, Wide Area Network services, etc) for the State.

HARTRON over the years has successfully implemented many turnkey projects and the Corporation is successfully implementing and maintaining State Wide Area Network across the State as well as developed application/Web portals for various Govt. Departments of Haryana using cutting edge technologies like container orchestration, big data analytics, open compute hardware and continuous delivery.

In short, HARTRON is pioneer in the Digital solutions and working towards making the State Digitally Oriented.

2. REQUIREMENT

HARTRON intends to engage multiple Agencies (Referred to as Company(ies) for the remainder of this document) having specialization & potential solutions in the below mentioned fields along with experience/expertise and recognized credentials therein. HARTRON may accordingly decide to partner with such firms and undertake such projects across India.

Companies specializing in the following fields may apply:

- a. Cyber Security /Surveillance Solutions.
- b. Physical Security Equipment (Jammers, Drones, Radars, etc.) Services.
- c. Telecom and Internet Service Providers.
- d. Data & Analytics Solutions.
- e. SMS and Email Gateway Services.
- f. Development of various ICT Projects including cloud-based services.
- g. Business Process Outsourcing (BPO) Service Provider and helpline operator service providers.
- h. Digital Marketing and Social Media Integration Services.
- i. PR Agencies.
- j. Advertising & Communication Services including Event Management Services.

- k. Implementation of Data Analytics and Artificial Intelligence Services.
- l. Value Added Service (VAS) Providers.
- m. Implementation of IoT related and other Niche Technology based product Solutions.
- n. Digitization & Scanning and Data Entry Services Providers.
- o. Technical Consultancy Services.
- p. Smart Parking Solutions.
- q. Blockchain Software Services/ Solutions.
- r. E-library Solutions.
- s. Social Audit Services.
- t. Legal Services Tools related to IT/ ITeS.
- u. Alternate to Genset Technology Services.
- v. Language Labs Services.
- w. Translator Services (English to Hindi/ Punjabi etc.).
- x. Electric Mobility Solutions.
- y. 21st Century Skills Services/ Solutions.
- z. Traffic Management Solutions.
- aa. Safe Cities Solutions.
- bb. Medical Tourism Services.
- cc. Emergency Rescue Systems/ Solutions used in case of failure of lifts.
- dd. Policy Drafting think tank Services.
- ee. Electric Vehicles and accessories including Lithium battery Services.
- ff. Solar Panels Services.
- gg. Process Controllers Services/ Solutions.
- hh. EVMs (Electronic Voting Machines) Solutions.
- ii. Biometric Devices Services.
- jj. CCTV Systems Services.
- kk. Anti-Drone System (Even more important than Drone System) Solutions.
- ll. Quantum Computing System Providers.
- mm. Crypto System Providers.
- nn. Radio Communication Systems Providers.
- oo. GPS/ IRNSS based receivers Services.
- pp. Networking

Note: Only one proposal will be accepted for each single field. If an agency wishes to submit proposals for multiple fields, they must submit separate proposals for each field they intend to apply for.

3. REQUIREMENT FROM THE APPLICANT

The prospective applicant shall be required to make presentation as follows:

- a) Company/ agency should illustrate industry exposure and experience in the field of quoted specialization(s).
- b) Company/ agency should demonstrate their ability to execute big ticket projects in a fast, effective and professional manner.
- c) Company/ agency should have the ability to analyze industry/ technology trends and incorporate proven technologies into practice.

- d) Company/ agency should have lawful possession of all commercial/ standard hardware and software tools applicable in different areas of their specialization.
- e) Resources employed with Company/ agency should have professional certifications in their respective fields of specialization as per the demands of the tender/project.
- f) Do all the activities related to the execution of projects or selected tender including bid submission of bids on behalf of HARTRON.
- g) All the liabilities w.r.t. the execution of projects or selected tender will lie with the partner.
- h) Companies/Agencies should have resources with required skill set to execute the desired project.

Note:

- The Company/ agency should submit relevant documentation supporting the above eligibility/ qualification criteria. In case of non-compliance with any of the eligibility criteria mentioned above, the applicant shall be liable to be disqualified without any notice and the application or proposal of the applicant may not be processed further.

4. DOCUMENTS TO BE PROVIDED BY COMPANY/ AGENCY AS PART OF SUBMISSION

- a. Company/ firm's Experience in Projects in respective areas of specialization - Learning on issues, challenges, solution proposed, recommendations, opinions.
- b. Experience and certifications for quoted category.
- c. Request for company/ firm profile in terms of respective areas of specialization.
- d. Participation in EOI is purely for suggestion purpose not a base for the selection of any participated company/ agency.

5. DURATION OF PARTNERSHIP

Validity of this proposed empanelment shall be for 3 years and would be domain specific and for a proposed solution which HARTRON wishes to propose and take forward to various Agencies/Departments within the State of Haryana or outside OR alternately the agency wishes to partner with HARTRON and participate in tenders across India.

6. PRE-QUALIFICATION CRITERIA:

Any applicant submitting their offer against this EoI shall be mandatorily required to fulfil the following eligibility criteria:

| # | Pre-qualification Criteria | Supporting Compliance Document |
|----|--|---|
| 1. | The company shall be a firm/ company/partnership/ proprietorship firm registered under the Indian Companies Act, 1956/ or Limited Liability Partnerships (registered under LLP Act, 2008) / the partnership Act, 1932 and who have their registered office in India. | Copy of Certificate of incorporation and Partnership/Deed/ Incorporation Document & LLP Agreement, if any |
| 2. | The Company/Firm should be in the business of providing similar projects for at least 03 years as on last date of submission. | Certificate by Company Secretary of the Applicant's organization |
| 3. | The company/firm has to be profitable and should not have incurred loss in average of the last 3 Financial Years (FY 2020-21, 2021-22 & 2022-23) | Certified & validated statement by Chartered Accountant (CA) of the company organization |
| 4. | The company/firm should have an annual turnover of Rupees 5 Crore in each of the last 3 consecutive Financial Years (FY 2020-21, 2021-22 & 2022-23) from their respective Quoted fields rendered in India | CA certified document with name of CA registration number, signature and stamp. |
| 5. | The company/firm shall have experience of providing: (i) Three similar completed projects to Central Govt./ State Govt./ PSUs/ Govt. bodies/ Large Enterprises in India/ Overseas costing not less than Rs.50 Lakh each or (ii) Two similar completed projects costing not less than Rs.75 Lakh each or (iii) One similar completed project costing not less than Rs.1.50 Crore. | Copy of Work Order/ Contract |
| 6. | The company should have at least 10 resources on its pay rolls | Certificate by Statutory Auditor or Company Secretary of the Applicant's organization |
| 7. | The company should not be blacklisted by any Central Govt./ State Govt./ PSUs/ Govt. Bodies/ Large Enterprises | Certificate signed by the Authorized signatory |
| 8. | PAN No./ GST Registration/ UAN Number | Certificate Copy of Certificate to be enclosed. |
| 9. | Preference will be given to the company having prior experience in respective Quoted field of specialization for any Central/ State Govt./ Govt. Autonomous bodies/ Large Enterprises. | Certificate Copy of Certificate to be enclosed. |

Note: The turnover, experience and other conditions for MSME, SSI, Make in India and Start-ups will be applicable as per State Govt. Guidelines issued time to time.

7. EVALUATION CRITERIA AND METHOD OF EVALUATION:

- Screening of EOIs shall be carried out as per eligibility conditions mentioned in this document and based on verification of testimonials submitted.
- EoI will be evaluated for short listing inter alia based on their past experience of handling similar type of projects, strength of their man power resources, financial

strength of firm and presentation/ proposal to the selection committee whose decision will be final.

- c. Companies who qualify as per the eligibility conditions may be required to make a presentation, if required, to a selection committee show-casing their proposals.
- d. HARTRON will take up references and reserves the right to pay due heed to the company's performance elsewhere and any past experience with HARTRON.
- e. In order to choose a partner for an assignment, empanelled agencies will be issued Terms of Reference (ToR) for submitting their price proposal in a sealed envelope.

8. SUBMISSION OF OFFER

Sealed offers shall be submitted in the manner as mentioned below:

- a. Sealed Envelope superscribed as Expression of Interest for engaging Agencies having specialization in one or more fields as per the formats included with this document. Special comments on the various projects asked for in this EoI may also be submitted along with the offer.
 - (i) Sealed proposal addressed to Additional Managing Director, Haryana State Electronics Development Corporation Limited (HARTRON), SCO 109-110, Second Floor, Sector-17B, Chandigarh - 160017.

Note: Expression of Interest is open ended invitation for Engaging Companies/ Agencies/ Organizations. The selected applicants shall be issued empanelment letter for specific domain/project as aforementioned only.

9. CONFLICT OF INTEREST

- a. Where there is any indication that a conflict of interest exists or may arise, it shall be the responsibility of the company to inform HARTRON, detailing the conflict in writing as an attachment to this EoI response.
- b. HARTRON will be the final arbitrator in cases of potential conflicts of interest. Failure to notify HARTRON of any potential conflict of interest will invalidate any verbal or written agreement.

10. CONDITION UNDER WHICH EOI IS ISSUED

The EOI is not an offer and is issued with no commitment. HARTRON reserves the right to withdraw EOI and or vary any part thereof at any stage. HARTRON further reserves the right to disqualify any applicant, should it be so necessary at any stage.

11. METHOD OF EVALUATION

The evaluation shall be solely on the basis of quantum and quality of work undertaken by the agencies in the past and product list/adequate team/financials/creditworthiness and

host of such parameters so decided by the committee so constituted in this regard.

12. GENERAL INSTRUCTIONS TO THE COMPANIES

- a. It be clearly understood that this EOI is merely about seeking ideas/prospective solutions in the domains as mentioned at Para 2 above.
- b. Companies should attach the documentary proof/ details of their experience regarding competency in undertaking contracts similar to their respective quoted fields of specialization in Central Govt./ State Govt./ PSUs/ Govt. Bodies/ Large Enterprises in India/ Overseas while submitting the proposals.
- c. The companies whose proposals do not meet the evaluation criteria will not be considered for further processing.
- d. In any other matter not covered in this document, the decision of MD, HARTRON shall be final and binding on all the companies.
- e. The Terms and Conditions shall be worked out in detail once HARTRON enters into any agreement with the Agency for a particular project.

FORMATS FOR SUBMISSION:

FORMAT - 1 APPLICANT'S EXPRESSION OF INTEREST

To,

Additional Managing Director
Haryana State Electronics Development Corporation Ltd. (HARTRON)
SCO 109-110, 2nd Floor, Sector 17-B
Chandigarh-160017.

**Sub: Submission of Expression of Interest to engage as a partner of HARTRON
from leading Companies/ Agencies/ Organizations.**

Dear Sir,

In response to the Invitation for Expressions of Interest (EOI) published on HARTRON's website (www.hartronservices.com) for the above purpose, we would like to express our interest to engage with HARTRON. As instructed, we attach 2 sets of the following documents in separately sealed envelopes and one soft copy in Pen Drive:

- a. Organizational Details (Format-2)
- b. Organization's Financial and Legal Details (Format 2.1)
- c. Experience in related quoted fields (Format-3)
- d. List of resources on company's payroll (at least 10) (Format-4)
- e. Financial strength of the organization (Format-5)
- f. Additional information (Format-6)
- g. Letter of undertaking (Format-7)
- h. Declaration **regarding applicant has not been blacklisted** (Format-8)

Sincerely Yours,

Signature of the applicant
[Full name of applicant]
Stamp.....

Encl.: As above.

Note: This is to be furnished on the letter head of the Organization

FORMAT - 2

| S# | Required Details | Remarks |
|----|---|---|
| 1. | Legal Name of Entity | |
| 2. | Type of Business | <input type="checkbox"/> Corporation <input type="checkbox"/> Individual <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Joint Venture <input type="checkbox"/> Partnership <input type="checkbox"/> Limited Liability Partnership <input type="checkbox"/> Other |
| 3. | Company Identification No. (CIN) | |
| 4. | Business Address: City District State Pin code Telephone Nos.: Contact email: | |
| 5. | Registered Address of the Company: Address: City District State Pin code Contact Person: Telephone Nos.: Contact email: Company Website URL | |
| 6. | PAN No. of applicant TAN No. of applicant GST No. of applicant VAT or CST of applicant | |
| 7. | Has the firm transacted business under any other previous names? If yes, under which name business transacted | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| 8. | Ownership of the Company/Firm: Whether Company owned or controlled by parent Company? If yes, complete the following: Legal name of the parent company Full address of parent company Street City District State Pin | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| 9. | Relationship with the parent company | <input type="checkbox"/> Subsidiary <input type="checkbox"/> Division |

| S# | Required Details | Remarks |
|-----|--|---------|
| 10. | Date of ownership | |
| 11. | Shareholding pattern of Parent Company: | |
| | Percentage of shares held by the parent Company | |
| | Other majority shareholders in the Indian Company | |
| | Details of Board of Directors | |
| 12. | Name of Bid and Contract Signing Authority - I Name Designation Contact No. Email: Power Of Attorney or resolution of Board of Directors through which authorized as signatory Authority - II Name Designation Contact No. Email: Power of Attorney or resolution of Board of Directors through which authorized as signatory | |
| 13. | Memorandum of Association and Articles of Association of the company Bye Laws and certificates of registration (in case of registered firm) | |
| 14. | Whether MOA of Bidding Company allows entering into the bid of respective services? If yes, indicate the relevant clause. | |

Enclose: -

1. Copy of Certificate of Incorporation.
2. Copy of Article of Association in respect of Type of Organization/ Firm/ Company/ Partnership Firm registered under the Indian companies act
3. Any other document to substantiate the declarations given above.

Signature of the applicant
[Full name of applicant]
Stamp.....

FORMAT - 2A**Financial Details of the Organization**

| S# | Required Details | Remarks |
|-----|---|---------|
| 1. | Authorized Capital of the Indian Company | |
| 2. | Paid up Capital of the Company | |
| 3. | Turnover of the Indian company for last threeYears | |
| 4. | Net worth of the Indian company for last threeYears | |
| 5. | Profit of the Indian company for last three Years | |
| 6. | Customer references | |
| 7. | Past 1-3 year supply record | |
| 8. | Quality certificates received, if any | |
| 9. | Customer approval letters if any | |
| 10. | Awards and recognition received , if any | |
| 11. | After sales support mechanism | |

Legal Details of the Organization

| S# | Required Details | Remarks |
|----|---|--|
| 1. | Whether In the past five years prior to the date of this application, has this entity or any principal of the entity has been deemed to be in default on any contract, or been forcefully terminated from any contract of any Organisation ? If yes, state the names of the entity, relationship to firm and the circumstances. | <input type="checkbox"/> Yes <input type="checkbox"/> No. |
| 2. | Whether an undertaking (Affidavit) submitted that the applicant has not been blacklisted/debarred by any central/state Government department/organization | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| 3. | Whether an undertaking submitted to the effect that there has been no litigation with any Government department/organization on account of similar services | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| 4. | Whether the entity has undergone legal proceedings in the past three years. If yes, Submit details | <input type="checkbox"/> Yes <input type="checkbox"/> No |

1. Undertaking in respect of Whether the firm has been blacklisted by any Central Govt./ State Govt./ PSUs/ Govt. Bodies/ Large Enterprises. If yes, detailsthereof.
2. Any other document to substantiate the declarations given above.

Signature of the applicant
 [Full name of applicant]
 Stamp.....

FORMAT -

| Experience in Related Fields | | | | | |
|--|---|--|---|---|--|
| Overview of the past experience of the Organization in all aspects related to respective quoted specialization fields. | | | | | |
| S. No | Items/Description | Number of Assignments during last 5years | Order Value of each assignment in Lakhs of Rs. (Enclose copy of each order) | Mention the name of Client/ Organization (Enclosed completion certificates) | |
| 1 | Experience of assignments of similar Nature | | | | |
| 1.1 | Experience in carrying out similar assignments in Government Sector | | | | |
| 1.2 | Experience in carrying out Similar assignments in Public sector. | | | | |
| 1.3 | Experience in carrying out similar assignments In large enterprises | | | | |
| 1.4 | Experience in carrying out similar assignments in other organisations /Firm etc. | | | | |
| | <p>Decision of Evaluating Committee in ascertaining “similar nature” and “similar assignment” will be final.</p> <p style="text-align: right;">Signature of the applicant [Full name of applicant] Stamp.....</p> | | | | |

FORMAT -

| List of Experts/ Consultants on payroll (at least 5) | | | | |
|--|------|-------------|---------------|---------------------|
| # | Name | Designation | Qualification | Relevant Experience |
| 1. | | | | |
| 2. | | | | |
| 3. | | | | |
| 4. | | | | |
| 5. | | | | |
| 6. | | | | |

Signature of the applicant [Full
name of applicant]
Stamp.....

FORMAT - 5

| Financial Strength of the Organization | | | | | |
|--|----------------|------------------------------|------------------------------------|--|---|
| # | Financial Year | Whether profitable Yes/NO | Annual net profit (in Crores of ₹) | Overall annual turnover (in Crores of ₹) | Annual turnover from only quoted specialization fields rendered in India (in Crores of ₹) |
| 1 | 2020-21 | | | | |
| 2 | 2021-22 | | | | |
| 3 | 2022-23 | | | | |
| Note: Please enclose auditor's certificate in support of your claim. | | | | | |

Signature of the applicant
 [Full name of applicant]
 Stamp.....

FORMAT - 6**Additional Information**

1. List all enclosures related to the various formats under this EoI

| # | Description | No. of pages |
|---|-------------|--------------|
| | | |
| | | |
| | | |

2. Additional information to support the eligibility

Signature of the applicant
 [Full name of applicant]
 Stamp.....

FORMAT - 7

Letter of undertaking

(To be given on the official letter head of the company)

To

The Additional Managing Director
Haryana State Electronics Development Corporation Limited
SCO 109-110, 2nd Floor, Sector 17-B
Chandigarh - 160017

Dear Sir,

Having examined and perused the Advertisement reference HARTRON/CO(ICT)/EoI/2023-24/03 for Engaging a Consortium Partner.

I/We agree to perform such services and execute such works upon the terms and conditions hereinafter contained as may be amended during the contract period.

I/we hereby distinctly and expressly declare and acknowledge that before submission of my EoI proposal, I have carefully followed the EoI proposal enquiry instructions and clearly understood all the terms and conditions of EoI proposal.

Thanking you,

Yours faithfully,

Signature of the applicant

[Full name of applicant]

Stamp.....

FORMAT - 8

Declaration regarding applicant has not been blacklisted

(On Applicant's Letterhead)

To

The Additional Managing Director
Haryana State Electronics Development Corporation Limited
SCO 109-110, 2nd Floor, Sector 17-B
Chandigarh - 160017

Dear Sir,

We confirm that our company, _____ is not blacklisted in any manner whatsoever by any of the State and/or Central government in India on any ground including but not limited to indulgence in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.

Yours faithfully,

(Signature of the Authorized signatory)

(Name and designation of the Authorized signatory)

Name and seal of Applicant