

Software Technology Parks of India



EXPRESSION OF INTEREST (EOI) FOR SETTING-UP AND MANAGING GOVERNMENT COMMUNITY CLOUD (GCC) & HYBRID CLOUD (EOI No: STPI/HQ/PDC/07/2021-22/224 dated 20-07-2022)

SOFTWARE TECHNOLOGY PARKS OF INDIA

(Ministry of Electronics and Information Technology) Government of India, 1st Floor, Plate B, Office Block-1, East Kidwai Nagar, New Delhi-110023



Table of Contents

1	Disclaimer
2	Factsheet4
3	STPI Overview
4	Purpose of EOI9
5	Background
5	1 Availability of co-location space at STPI11
5	2 Details of STPI's key data centres11
6	Broad Level Scope of Work
7	Eligibility Criteria21
8	Technical Evaluation
9	Instructions to the agencies
9.1	EoI meeting and clarifications
9.2	Completeness of the EoI Response
9.3	Proposal Preparation Cost27
9.4	Amendment of EoI Document27
9.5	Selection Criteria for the next level27
9.6	Evaluation Process
9.7	Notifications of consideration for the next level28
9.8	Rights to terminate the Process28
9.9	Language of EoI
9.10	Rights to Accept/Reject any or all Proposals
9.11	Failure to agree with the Terms & Conditions of the EoI
9.12	Indemnity28
9.13	Conflict of Interest
10	EoI Proposal Submission Format
11	General Terms and Conditions31
12	Annexures
12.1	Annexure 1: Format for Covering Letter
12.2	2 Annexure 2: Format for Agency's Profile
12.3	Annexure-3: Format for Assignment details
12.4	Annexure-4: Format for Self-declaration by Agency for not being blacklisted



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The issue of this EOI does not imply that the STPI is bound to select an Agency or agency(ies), as the case may be, for the GCC & Hybrid cloud project and the STPI reserves the right to reject all or any of the proposals without assigning any reasons whatsoever.

The Agency shall bear all its costs associated with or relating to the preparation and submission of its proposal including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the STPI, or any other costs incurred in connection with or relating to its proposal. All such costs and expenses will remain with the Agency and the STPI shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Agency in preparation or submission of the Bid, regardless of the conduct or outcome of the Selection Process.



2 <u>Factsheet</u>

S. No	Item	Description
1.	EOI Document No.	STPI/HQ/PDC/07/2021-22/224
2.	Name of Organization	Software Technology Parks of India
3.	Document Type	Expression of Interest
4.	EOI proposal Validity	90
5.	Date of Publication of EOI	20-07-2022
6.	Last Date for Submission of Queries:	25-07-2022
7.	Pre EOI Meeting Date and Venue	The meeting will be held on 27-07-2022 (15:00 Hrs.) at STPI office and in online mode (link will be shared on www.stpi.in a day prior to the meeting)
8.	Last date and time for EOI submission	10-08-2022 (16:00 hrs)
9.	Opening date and time of EOI	11-08-2022 (17:00 hrs)
10.	Publication of Shortlisted participants	Will be informed later
11.	Date of presentation	Will be informed later
12.	Address for Communication	1 st Floor, Plate B, Office Block-1, East Kidwai Nagar, New Delhi – 110023 Email: <u>cloud_eoi@stpi.in</u> Ph.: 011-24628081/24346600



3 STPI Overview

Software Technology Parks of India (STPI) is a premier S&T organization under the Ministry of Electronics and Information Technology (MeitY) engaged in promoting the IT/ITES Industry, innovation, R&D, start-ups, product/IP creation in the field of emerging technologies like IoT, Blockchain, Artificial Intelligence (AI), Machine Learning (ML), Computer Vision, Robotics, Robotics Process Automation (RPA), Augmented & Virtual Reality, Animation & Visual effect, Data Science & Analytics for various domains like Gaming, FinTech, Agritech, MedTech, Autonomous Connected Electric & Shared(ACES) Mobility, ESDM, Cyber Security, Industry 4.0, Drone, Efficiency Augmentation, etc.

STPI is establishing CoEs/Technology incubators for building India's leadership in the abovementioned technology areas across the country in a collaborative manner. Till date, STPI has launched the following 20 Centres of Entrepreneurship (CoEs):

- Electropreneur Park at New Delhi
- Internet of Things (IoT) OpenLab at Bengaluru
- Electropreneur Park at Bhubaneswar
- VARCoE at Bhubaneswar
- FinBlue at Chennai
- NEURON at Mohali
- MOTION at Pune
- IMAGE at Hyderabad
- Apiary at Gurugram
- MedTech CoE at Lucknow
- Internet of Things (IoT) in Agriculture CoE at Guwahati
- Animation CoE at Shillong
- Emerging Technologies AR/VR CoE at Imphal
- Geographic Information System (GIS) CoE at Itanagar
- Gaming Tech CoE at Aizawl
- Graphic Design CoE at Kohima
- Healthcare Tech CoE at Gangtok
- Data Analytics CoE at Agartala
- AIC STPI Bengaluru
- FASAL CoE

STPI is aspiring to become the largest technology startup ecosystem in the country and has been endeavouring to transform the country into a software product nation as envisaged in National Policy on Software Products (NPSP) 2019. In order to achieve this, STPI has evolved a collaborative model wherein government, industry, academia, and other stakeholders are playing a vital role in providing end-to-end support to startups. Aligned with this vision for promoting R&D, innovation, product & IPR creation, STPI is providing state-of-the-art infrastructure, skilling, mentoring, market connect and other necessary support pan-India to startups.

STPI has also embarked on launching Next Generation Incubation Scheme (NGIS), a futuristic incubation scheme to offer comprehensive support & services and extend seed funding to



startups from 12 STPI incubation facilities pan-India at Agartala, Bhilai, Bhopal, Bhubaneswar, Dehradun, Guwahati, Jaipur, Lucknow, Prayagraj, Mohali, Patna & Vijayawada under a common umbrella. To further strengthen the startup ecosystem in the country, STPI has set up RF Lab, EV Lab, AV Lab, IoT Lab, MoCap Lab, AI/DA Lab, Innov IoT Lab, CV/AI Lab, ESDM Lab, Health Informatics Lab, MediElectronics Lab, VR/AR Lab, Fintech SandBox, FabLab, SMARTLab, and Atal Incubation Centre (AIC) to enable startups to leverage these facilities for building innovative technology products and solutions in an indigenous manner.

Since its inception in 1991, STPI has been working towards equitable and inclusive IT-led growth pan-India which in turn has helped promoting Software exports, Science, Technology & Innovation (STI) and Software product development. With 11 jurisdictional directorates and 62 Centres, STPI has expanded its presence pan-India to support the IT/ITeS Industry. Working closely with all stakeholders, STPI has played a key role in transforming the country as the preferred IT destination, a fact that is aptly proven by the stupendous growth in exports by STPI-registered units from Rs. 52 crores in 1992-93 to Rs. 5.08 lakh crores in 2020-21, which is approx. 45% of the national software exports.

STPI has been the pioneer as Data Communication Service Provider in India since 1993. STPI is having a Unified License for Category-A Internet Service Provider (ISP) with ALL INDIA as the service area. STPI caters to the Data Communication needs of the quality-conscious Indian IT industry, Academia, Govt. Organisations etc by providing SoftLink Services.

STPI Centers

STPI has expanded its presence pan-India since its inception in 1991 with 3 centres to promote and disperse the IT/ITES industry to Tier-II/III cities. Today, STPI has 62 centres of which 54 centres are in Tier-II/III cities. The existing, as well as upcoming centres, are listed below:

S.N.	State	Existing Centres
1		Kakinada
2	Andhra Pradesh	Tirupati
3	Allullia Pladesli	Vijayawada
4		Vizag
5	Assam	Guwahati
6	Bihar	Patna
7	Chhattisgarh	Bhilai
8	Cuieret	Gandhinagar
9	Gujarat	Surat
10	Himachal Pradesh	Shimla
11	Jommy and Kashmin	Jammu
12	Jammu and Kashmir	Srinagar
13	Jharkhand	Ranchi
14	JIIAI KIIAIIU	Deoghar
15		Bangalore
16		Hubli
17	Karnataka	Mangalore
18]	Manipal
19		Mysore



S.N.	State	Existing Centres
20	Kerala	Thiruvananthapuram
21		Gwalior
22	Madhya Pradesh	Indore
23		Bhopal
24		Aurangabad
25		Kolhapur
26		Nagpur
27	– Maharashtra	Nasik
28		Navi Mumbai
29		Pune
30	Manipur	Imphal
31	Meghalaya	Shilong
32		Berhampur
33	Odisha	Bhubaneswar
34		Rourkela
35	Pondicherry	Pondicherry
36	Punjab	Mohali
37		Jaipur
38	– Rajasthan	Jodhpur
39	Sikkim	Gangtok
40		Chennai
41		Coimbatore
42	Tamil Nadu	Madurai
43		Tirunelveli
44		Trichy
45		Hyderabad
46	Telangana	Warangal
47		Allahabad
48		Kanpur
49	Uttar Pradesh	Lucknow
50		Noida
51		Meerut
52	Uttarakhand	Dehradun
53		Durgapur
54		Haldia
55	West Bengal	Kharagpur
56	1 -	Kolkata
57		Siliguri
58	Mizoram	Aizawl
59	Haryana	Gurgaon
60	Tripura	Agartala
61	Goa	Goa
62	Nagaland	Kohima



S.N	State	Upcoming Centres
1	Madhua Dradach	Chhindwada
2	Madhya Pradesh	Jabalpur
3	Punjab	Amritsar
4		Dhanbad
5	Jharkhand	Jamshedpur
6		Bokaro
7		Agra
8	Uttar Pradesh	Varanasi
9		Gorakhpur
10	Kerala	Kochi
11	Arunachal Pradesh	Itanagar
12		Balasore
13		Sambalpur
14	Odisha	Jajpur
15		Angul
16		Koraput (Jayepore)
17	Bihar	Darbhanga
18		Bhagalpur
29	Haryana	Panchkula
20	Gujarat	Bhavnagar
21	Karnataka	Davangere
22	Himachal Pradesh	Kangra



4 <u>Purpose of EOI</u>

STPI invites Cloud Service Providers (CSP)/Authorized partners of CSPs agency(ies) through Expression of interest (EOI) to set up Government Community Cloud (GCC) & Hybrid cloud and manage on **revenue sharing or any other feasible model** at the existing Data Centre premises of STPI. In the next stage, STPI may float RFP for the shortlisted/selected agencies through this EOI process.

The agency should have relevant experience in Setting up/ Managing Data centres and cloud operations and should have provided Data Centre technical support and services. The agency is expected to collaborate with STPI to provide requisite Data Centre facilities to end-users under the strategic control of STPI having an initial contractual period of 10 years.



5 <u>Background</u>

The Digital India Program has been instrumental in bringing transparency with innovative digital services for citizens and enabled government departments in their digital transformation journey. Various government departments in India are having plans for an innovative approach towards the adoption of Analytics/AI/ML/DL to transform their operations and services. This will require huge compute, storage, and data-crunching capabilities, to serve the next-generation Data & AI requirements of GOI. Accordingly, the following key business drivers have been considered:

- Architecting hyper-scale cloud for AI and data-centric workload: AI-enabled solution(s) would drive the innovation which is required for better government service delivery in India. AI solutions, more specifically ML (including DL) solutions, require processing a huge number of calculations quickly, thus necessitating increased processing power. To capitalize fully on the opportunities in today's data-driven government, it is needed:
 - ✓ To design at least the high-performance computing architectures to accommodate demanding AI workloads.
 - ✓ Also, the cloud is changing the way how data is stored and processed these days. Solutions are designed around a data pipeline that describes how data flows through a solution, where it is processed, where it is stored, and how it is consumed by the next component in the pipeline.
 - ✓ Rapid change in technology and procurement hurdles creates technology adoption challenges for government departments. Maintaining an AI cloud setup would require continuous technology updates and upgrades including the adoption of newer technologies. Globally, governments have encouraged and incentivized the private sector to implement these technologies for their operations.
- **Platform-based approach for faster adoption of the cloud:** The cloud should natively offer platform capabilities (PaaS) for bringing a competitive edge for technologies like analytics, machine learning, AI, chatbots, sensors, IoT devices and image processing in a fully managed way. PaaS offerings for AI and Dev-Ops can accelerate development cycles with continuous integration capabilities with pre-built components, apps, and connectors.
- Emerging need for Hybrid Cloud: Hybrid cloud is another need emerging from government departments. A Hybrid Cloud is a computing environment that combines a Public Cloud and a Private Cloud by allowing data and applications to be shared between them. When computing and processing demand fluctuates, Hybrid Cloud computing gives Governments the ability to seamlessly scale their On-Premises infrastructure up to the Public Cloud to handle any overflow without giving third-party datacenters access to the entirety of their data. Some of the advantages are as follows:
 - ✓ Government organizations gain the flexibility and computing power of the Public Cloud for basic and non-sensitive computing tasks while keeping business-critical applications and data On-Premises, safely behind the organizational firewall.
 - ✓ Using a Hybrid Cloud not only allows Governments to scale computing resources, it also eliminates the need to make massive capital expenditures to handle short-term spikes in demand as well as when the business needs to free up local resources for more sensitive data or applications. Governments will pay only for resources they



temporarily use instead of having to purchase, program, and maintain additional resources and equipment that could remain idle over long periods of time. Hybrid cloud computing is a "best of all possible worlds" platform, delivering all the benefits of cloud computing - flexibility, scalability, and cost efficiencies - with the lowest possible risk of data exposure.

- ✓ Hybrid Cloud allows the customer to create an environment which is a mix of Public Cloud and a Private dedicated setup, hosted within the Data Center. The hybrid cloud allows organizations to store protected or privileged data on a private setup while retaining the ability to leverage scalable computational resources from the Public Cloud platform to run various applications.
- ✓ Hybrid cloud deployment delivers the best of features on-demand Public Cloud and highly compliant private cloud. The public and private infrastructure components are bound together by standardized or proprietary technology that enables data and application portability.

5.1 Availability of co-location space at STPI

Presently, STPI offers Colocation, Managed IT and Cloud services to customers across India to address long IT infrastructure procurement cycles, underutilization of resources, need for dynamic Scalability, and appropriate disaster recovery of applications and data. STPI Bengaluru has partnered with a leading Datacenter and Cloud service provider to offer Managed IT service to its customers. Managed IT services of STPI offer solutions for servers, networks, storage, applications, security, cloud, managed hosting service and disaster recovery services backed by industry-leading SLAs. These services are mainly under the IaaS and to some extent under the PaaS category.

Details of	Bengaluru	Bhubanesw	Mohali	Chennai	Vijaywada
Datacentre		ar			
Address	No.76,77 & 78(p) 1 st Floor, Keonics Electronics City Phase-1 Hosur Main Road Bengaluru- 560100 Karnataka	STPI, ELITE BUILDING, IDCO PLOT NO 2/A, GOTHAPATA NA, MALIPADA,B HUBANESWA R, KHORDHA- 751003 Orissa	Plot C-184, Phase-8A, Industrial Area, Sector- 75 Mohali Punjab	No.5, Rajiv Gandhi Salai, Taramani, Chennai, 600113. Tamil Nadu	VINCITY Building, Near Polytechnic College, Patama, Vijayawada, AP 520008
Date Commissioned (transition-to- operations)	01.04.2020	31.10.2020	01.04.2017	15.07.2009	01.05.2019
Total Incoming Power to Land	2.5 MVA	1.25 MVA	2.5 MVA	1.6 MVA	440 KVA
Total Incoming Power to Data	1.6 MVA	820 KVA	800 KVA	0.7 MVA	250 KVA

5.2 Details of STPI's key data centres



Details of Datacentre	Bengaluru	Bhubanesw ar	Mohali	Chennai	Vijaywada
Center					
Total Area of the	19320	78442 sqft	145713	11463 sqft	50000
Building	sqft	_	sqft		sqft
Total Area of IT/Computer Room Space	15570 sqft	3380 sqft	14482 sqft	3500 sqft	2452 sqft
Design Capacity (MW)	1.6 MW	0.82 MVA	2.5 MVA	0.7 MW	450KVA
Available Capacity (MW)	1 MW	0.82 MVA	2.5 MVA	0.3 MW	450KVA
Target Tier (I- IV) or Availability (98.xxx%)	Rated III	Tier III	Tier-III	Tier III	Tier-III
Target PUE	1.8	1.8	1.7	1.85	1.8
UPS Configuration (e.g., N+1, 2N)	N+N	N+N	N+N	N+N	N+N
Computer Room Flooring (i.e., Slab or Height of Raised)	700 mm	Raised floor height 525 mm	1 ft	450mm	1ft
Computer Room Ceiling Height	13 ft	Raised floor to false ceiling 2600 mm	9 ft 9 inches	10.5 ft (true floor to true ceiling)	12ft
Industry or Compliance Certifications	ISO 9000,200 00,27001	ISO 27001:201 3 is under process	GRIHA 5 Star and ISO 27001:201 3	ISO 9000, 20000,270 01	ISO 9001:201 5, ISO 27001:20 13
Total number of Racks					
Commissioned	165	49	120	74	10
Expansion space	40	72	40	26	10

Apart from Tier-III compliant Data Centers, STPI has around 50+ Tier-II level Data Centre/NOC infrastructure (primarily being utilised as ISP Point of Presence (POP)) in Tier-II/Tier-III cities. The list of Data Centre/NOC locations is as follows:

STPI Directorates	Location/Centre
Thiruvananthapuram	Thiruvananthapuram
Gandhinagar	Gandhinagar
	Surat



STPI Directorates	Location/Centre
Pune	Pune
	Mumbai
	Nagpur
	Nashik
	Aurangabad
	Kolhapur
	Goa
Bengaluru	Bengaluru
	Mysuru
	Mangaluru
	Hubballi
Chennai	Chennai
	Trichy
	Coimbatore
	Madurai
	Puducherry
Guwahati	GUWAHATI
	Aizawl, Mizoram
	Gangtok
	Agartala(Lichubagan)
	Agartala(Indranagar)
	Shillong
	Kohima
	Imphal
Hyderabad	Jubiliee Hills-1
	Jubiliee Hills-2
	Solitaire
	Warangal
	Kakinada
	Tirupati
	Vishakapatanam
Kolkata	Kolkata
	Durgapur
	Kharagpur
	Haldia
	Siliguri
Noida	Noida
	Kanpur
	Lucknow
	Prayagraj
	Bhopal
	Bhilai
	Indore
	Gwalior



STPI Directorates	Location/Centre
	Dehradun
Gurugram	Srinagar
	Jaipur
	Jodhpur
	Shimla
Bhubaneswar	Bhubaneswar
	Ranchi



6 Broad Level Scope of Work

- STPI requires to set up the Government Community Cloud (GCC) at a minimum of two of its Data Centers as per MeitY guidelines for GCC(refer <u>https://www.meity.gov.in</u>).
- STPI requires setting up an extensible, secure and hybrid cloud environment that spans the local STPI data centre to the global level, as well as should have the ability to rapidly provision computing and storage capacity to address varying challenges at the speed of relevance.
- These foundational infrastructure and platform technologies are needed for STPI to capitalize on modern software, keep pace with commercial innovation, and make use of artificial intelligence and machine learning capabilities at scale.
- It is envisaged that an agency would bring a bouquet of cloud services to be offered from STPI data centres in hybrid mode thus maximizing the revenue per sqft of STPI Data Centers.
- It is expected that the agency would offer advanced cloud services (IaaS, PaaS, SaaS services) and Hybrid cloud services from all STPI data centres (Bhubaneshwar, Bengaluru, Mohali, and Chennai/Vijayawada) to start with and from other data centres as and when they are ready.



Figure 1 - High-Level view of transformed STPI data centres

The followings are the broad scope of work:

- Offer Public cloud (IaaS, PaaS, SaaS) services
- Setup & Manage Cloud for restricted workloads as per MeitY specifications and offer GCC cloud services from the following STPI data centres:
 - o DC at STPI Bhubaneshwar
 - o DR at STPI Mohali/Bengaluru/Chennai/Vijaywada
- Setup & Manage Hybrid Cloud and offer hybrid cloud services from the following STPI data centres:
 - o Bengaluru



- o Mohali
- o Bhubaneshwar
- o Chennai
- Vijayawada
- MeitY empanelment of STPI as a cloud service provider
- Manage GCC and hybrid cloud setup for next 10 years post commissioning
- It is also expected that the agency will propose an effective plan to offer edge data centre/cloud services utilizing the STPI's Colocation infrastructure available in 50+ cities.
- It is expected that the agencies shall thoroughly assess the feasibility of govt. schemes/programs and industry requirements of the respective regions while proposing the edge services utilizing STPI infrastructure available at respective locations.
- Based on the assessment by the agency, STPI will allow the agency to upgrade/augment the Colocation infrastructure available across 50+ locations.



• An indicative list of required services

The service requirement broadly includes the following. The agency can propose the additional services which are required as per current market trends by the customers and for future requirements also.

Services	Brief Description		
Virtual Machines	Virtual Machines (VM) provide the basic IT infrastructure that can be used by Organizations to run a variety of workloads such as compute-intensive workloads, memory-intensive workloads, general-purpose workloads, etc. All Virtual Machine packages listed would be Managed Virtual Machines.		
Serverless	serverless applications, the cloud service provider should automatically provision, scale and manage the infrastructure required to run the code. It would be an event-driven serverless compute platform that also solves complex orchestration problems. the tasks associated with infrastructure provisioning and management are invisible to the developer		
Container as Service	ce create and manage container instances and save costs by lifting and shifting existing applications to containers and build microservices applications to deliver value to STPI users faster. Use end-to-end developer and CI/CD tools to develop, update and deploy containerized applications. Manage containers at scale with a fully managed Kubernetes container orchestration service		
Managed Database as a Service	 This service may provide fully managed relational, NoSQL, and in-memory databases, spanning proprietary and open-source engines, to fit the needs of modern app developers. Infrastructure management—including scalability, availability, and security—is automated, saving time and money. This should be a managed service offering by the Cloud Service Providers wherein in the operating system and all low-level components such as drivers, I/O, network, databases etc. are managed and optimized by the Cloud Service Providers. Activities such as OS management, antivirus, encryption, hardening, etc. are included under this service. Automated failover, backup & recovery, isolation & security, scaling, automated patching, advanced monitoring, and routine maintenance are responsibilities of the CSP. 		
Storage as a Service	Provide storage as a service that is highly available, secure, durable, scalable, and redundant. Should include Blobs (object storage), Files storage, Archival storage as service		
Backup as a Service	ce This service may be used to back up virtual machines, storage volumes, file systems and databases within the STPI's hybrid cloud environment.		
Enterprise Management Support Services	 Log Analyzer: This service may be used to generate insights from the logs, by running queries against these logs. The service must retain the log for at least 30 days. Operational Metric Collection: This service may be used to collect the operational metrics such as CPU utilization, memory utilization, etc., defined by the CSP. The service also allows Government Organizations to create their custom metrics. 		

	 Alarm Service: This service may be used to set a threshold value for built-in (provided by CSP) and custom (defined by Organization) metrics. Once the threshold is reached, an alarm/alert will be triggered, and necessary actions may be taken. Email /SMS/Voice Call Notification Service: This service may be used to send respective notifications to the target recipient when an alarm/alert is triggered, and the corresponding notification is configured. subscription management support: Basic support including subscription management support (e.g. billing, quota adjustment, account transfer) at no additional cost. Customers who require technical support can opt for paid support plans; Paid support plans should provide all the benefits of Basic support as well as access to technical support for break-fix issues on a 24x7 basis. Higher tiers of support plans may offer faster initial response times and access to Advisory support, Configuration Optimization Reviews, and other benefits.
DR as a Service	 Under this service: During the change from DC-Cloud to DR-Cloud or vice-versa (regular planned changes), there should not be any data loss. There shall be asynchronous replication of data between DC-Cloud and DR-Cloud. In the event of a site failover or switchover, the DR-Cloud site will take over the active role, and all the requests will be routed through that site. Application data and application states will be replicated between the two sites so that when an outage occurs, failover to the surviving DR-Cloud can be accomplished within the specified RTO. This is the period during which the compute environment for the application shall be equivalent to DC. The installed application instance and the database shall be usable and the same SLAs as DC-Cloud shall be provided. The security at the DC-Cloud and DR-Cloud shall be the same. Automated switchover/ failover facilities (during DC-Cloud failure & DR Drills) to be provided The switchback mechanism shall also be automated.
Network Services	 Virtual Network - This service may be used to logically segregate the computing resources, such as virtual machines, databases, etc., within a CSP's cloud environment. Application Load Balancer - This service may be used to distribute the traffic across many computing resources within the same site to increase the responsiveness and availability of applications Network load balancer - This service may be used to balance the traffic across two WAN links (two different sites) VPN gateway - This service may be used to establish secure site-to-site connectivity between the subnets in CSP's environment and Government Organization's on-premises IT infrastructure. It can also be used to provide a site to site connectivity between two different subnets within the CSP's Cloud environment. Firewall - This service is used to monitor and control the incoming and outgoing traffic of a subnet by configuring some rules.



	 Public IP - This service can be used to assign Public IP(s) to resources within a subnet in the Cloud environment. Web Application Firewall - This service may be used to create rules to protect web applications from unwanted web traffic, hacks, brute force attacks, cross-site scripting, SQL injection, and other common exploits. The WAF must also provide protection against the OWASP top ten risks. CDN (Content Delivery Network) - CDN service may be used to securely deliver audio, video, images, data, applications, etc., quickly by using the servers closest to each user. CDN reduces load time and saves bandwidth.
Security Services	 Distributed Denial of Services: This service can be used to protect various resources within the Cloud environment of CSP against malicious attempts to disrupt normal traffic of a target, service or network by overwhelming the target or its surrounding infrastructure with a flood of internet traffic. Cloud-based Hardware Security Module: This service can be used where a dedicated/virtual hardware security module is required to create, manage and control keys. The HSM must comply with FIPS 140-2 Level 3 requirements.
	 TLS / SSL Certificate Management: This service may be used to request (create), manage, and deploy public and private SSL/TLS certificates in CSP's cloud environment. This service frees the user from the cumbersome process of buying, uploading, and renewing SSL/TLS certificates. Identity and access management: This service may be used to authenticate and authorize users and computing resources within a network by assigning and enforcing security policies. Federated Identity setup should be
	 created in STPI set up to authenticate and authorize users Dual / Multifactor Authentication: This service may be used to protect the IT resources by providing an extra layer of security that requires not only a username and password but also other information that the user of the service has. The service must provide the capability to integrate with LDAP or other directory services. Email Gateway Security as a Service: cloud-based filtering service that helps protect against spam and malware Users may enrol into services to protect on-premises email organization
	• Endpoint Threat Detection & Response for Productivity Suite: Threat Protection as a service should be offered for pre-and post-breach defence which natively coordinates detection, prevention, investigation, and response across endpoints, identities, email, email messages, links (URLs) and collaboration tools to provide integrated protection against sophisticated attacks.
	 Unified Endpoints Security platform: The services should provide an enterprise endpoint security platform which is designed to help enterprise networks prevent, detect, investigate, and respond to advanced threats. It should have endpoint behavioural sensors: Embedded in Windows desktops along with cloud-based security analytics to overcome any zero-day attacks.



	• Secure Desktop OS as a Service for enterprise users: The service should provide enterprise-class Windows OS for enterprise users to ensure secure devices for official and remote working including features of endpoint protection and endpoint detection and remediation along with advanced management features that control the flow of diagnostic data, and user experience, and access to Virtualization capabilities to enable highly productive information workers, developers and IT Admins
DevOps as a Service	DevOps as a service moves the traditional collaboration of the development and operations team to the cloud, where many of the processes can be automated using stackable virtual development tools. It should provide Managed Services for DevOps. Build, test, and deploy with CI/CD that works with any language, platform, and cloud. Connect to GitHub or any other Git provider and deploy continuously. It should also provide configurable Kanban boards, and agile tools to plan, track, and discuss work across teams
Virtual desktop infrastructure (VDI)	Virtual desktop infrastructure (VDI) is a virtualization solution that uses virtual machines to provide and manage virtual desktops. VDI hosts desktop environments on a centralized server and deploys them to end-users on request and accessed over the network with an endpoint device (laptop, tablet, etc).



7 <u>Eligibility Criteria</u>

SI. No.	Criteria	Documents Required
i.	The agency should be registered under the Companies Act, 1956 or 2013 or LLP firm/ Partnership firm under Partnership Act 1932 and should be in operation for at least 5 years as of 31.03.2022.	Copy of i. Certificate of incorporation ii. GST registration certificate iii. PAN
ii.	The Net worth of the Agency as of the end of the latest financial year (i.e., FY 2021-22) should be positive.	CA Certificate with CA's Registration Number and Seal
iii.	The agency must have an average annual revenue from operations of not less than Rs 100 crore for the last three consecutive financial years from the Data Centre/Cloud-related services as of 31.03.2022.	Copy of audited Profit and Loss Account, Balance Sheet, Income Tax Returns of the last three financial years and Certificate from statutory auditor/CA quantifying the average annual revenue from Data Centre/Cloud-related services.
iv.	a. The agency should have a minimum annual average revenue of Rs. 10 crores from "Similar Work" only, in the last three financial years for which the agency's accounts have been audited. b. The agency must have executed "Similar Work" in the last 3 years as of 31.03.2022 for at least: Two (2) government / semi-government organizations of Center / State in India OR Two (2) reputed large-scale private organizations each have an Annual Turnover of more than Rs. 100 Crore of last two financial years.	Copy of work orders along with completion certificate (for successful implementation) from the Client
	Similar work means: Setting up Public/hybrid/private cloud for a customer OR Providing Implementation/support services for proposed IaaS, PaaS, and SaaS cloud services including application migration activities. Note: Sales of Cloud software licenses not sold as part	
	of any system integration project shall not be considered in the Annual Turnover.	
v.	Cloud Service Provider or its authorised partner (Agency) must have at least 100 employees working	-



r		
	in the cloud and managed services operations. Out of	
	which at least 10+ certified resources on the	certificates of
	proposed cloud platform at the time of EoI	certified employees
	submission	
vi.	Cloud Service Provider or its authorised partner	Copy of Valid Certificate
	(Agency) must possess the following valid	
	Certifications at the time of EoI submission:	
	A. ISO 9001:2015 (QMS)	
	B. ISO 20000 (ITSM)	
	C. ISO 27001 (ISMS)	
	D. ISO 27017	
	E. ISO 27018	
vii.	The agency should: -	Self-certification by the
	a) not be insolvent, in receivership, bankrupt or	authorized signatory duly
	being wound up, not have its affairs administered by	signed and stamped on the
	a court or a judicial officer, not have its business	company letterhead
	activities suspended and must not be the subject of	
	legal proceedings for any of the foregoing reasons.	
	b) The organization should have been debarred	
	and/ or blacklisted by any organization of	
	GoI/Central PSU/ State Gov. Entities as on the bid	
	submission date.	
	c) not have, and their directors and officers do not	
	have, been convicted of any criminal offence related	
	to their professional conduct or the making of false	
	statements or misrepresentations as to their	
	qualifications to enter into a procurement contract	
	within three years preceding the commencement of	
	the procurement process, or not have been otherwise	
	disqualified pursuant to debarment proceedings	
viii.	Cloud Service Provider or its authorised partner	References of work
v 111.	(Agency) should have an operational public	orders/Purchase order/
	cloud/private cloud/managed services, with a self-	Completion Certificate with
	service portal, with at least 50 cloud customers and	name, address, contact person,
	at least INR 50 crores annual billing from these	and contact No, email address.
	services.	
	Agency should have 24x7x365 NOC/SOC operations.	
i.	Cloud Service Provider or its authorised partner's	MoitV ompanolment
ix.	•	MeitY empanelment Certificate
	(Agency) Data Centre should be STQC audited and	
	MeitY empanelled and offer all services from India	
	only as per Gol/ MeitY	MoitV own
Х.	Cloud Service Provider or its authorised partner's	MeitY empanelment
	(Agency) should be part of MeitY empanelled list	Certificate.
	with datacentres in multiple availability	
	zones/regions.	



8 <u>Technical Evaluation</u>

Evaluation of the bids shall be carried out to determine whether the agency(ies) is competent enough and whether the agency's proposal qualifies for the requirements set forth herein.

Bids received would be evaluated & assigned scores based on the parameters defined in the tables below:

Sl. No.	Criteria	Maxim um Marks	Remarks
I.	Average annual revenue from operations for the last three consecutive financial years from the Data Centre/Cloud related services as on 31.03.2022 500 Cr 20 marks 301Cr to 500 Cr 15 marks 100 Cr to 300 Cr 10 marks <100 Cr 0 marks	20	Copy of audited profit and loss account and balance sheet of the last three financial years and Certificate from statutory auditor/ CA quantifying the average annual revenue from Data Centre/Cloud- related services.
II.	Agency experience aligned to Scope of Work in implementing cloud services setting up operating and managing cloud operations >10 years 20 marks 5 years to 10 years 15marks <5 years 10 marks	20	Indicate the agency experience (in years) aligned with the Scope of Work. Submit the documentary evidence such as work order, completion certificates, other supporting documents etc. Relevant work experience with Govt. department/organisati on shall be preferred.
III.	Annual average revenue from "Similar Work" only, in the last three financial years for which the agency's accounts have been audited> 100 Cr20 marks50 Cr to 100 Cr15 marks10 Cr to 50 Cr10 marks< 10 Cr	20	Copy of work orders along with completion certificate (for successful implementation) from the Client
IV.	Agency should have an operational public cloud/private cloud/managed services, with a self-service portal, with at least 50 customers	10	Submit relevant supporting documentary



				evidence
	< 50	0 marks		
	50 to 100	5 marks		
	>100	10 marks		
V.	Full-time expe aligned with So <10 10 to 20 >20	ert manpower (Cloud certified) cope of Work 0 marks 5 marks 10 marks	10	Submit relevant supporting documentary evidence
VI.	FOI rosponso	document and Presentation		
V I.			40	(20 minutes shall be
	a) Business I		<u>40</u>	(30 minutes shall be allotted to each agency
	Proposed Hybrid clo	Business Model for GCC and ud	15	for the presentation
	II/Tier-III	Utilisation Plan for STPI's Infrastructure across Tier- cities for providing edge data	15	which has to be crisp & precise. Marks shall be
		ud services		awarded purely based
		Revenue streams	10	on content & quality of
		Aarket Segment		presentation.)
		Plan for running the setup		
	Projected	Revenue for 10 years		
	 b) Proposed Technical Solution: Approach & Methodology highlighting the complete cycle of building and running cloud setup 		10	
		/Business challenges anticipated		
		livery Model		
	U	Architecture and Layout of e and Server Farm Area for hybrid		
	cloud			
	Scalability	plan		
		surance Plan & Methodology		
	c) Agency's	experience in setting up,	10	
	operating operation	00		
	• Experience	e in setting up hybrid cloud, GCC private cloud		
		e in providing system Integration		
	Experience	e in application migration for		
	cloud serv			
	-	e in managing customer churns		
	-	oposed for commissioning &		
	maintenal	ice of hybrid cloud and for		

marketing & Selling services of cloud	
d) Operation and Support Methodology	10
NOC & SOC details	
SLA monitoring	
Helpdesk Support	
TOTAL	150

To clear technical evaluation, an agency must obtain a minimum of 70% marks(i.e., 105 marks out of a total of 150 marks as per the table above).

9 Instructions to the agencies

STPI invites Cloud Service Providers (CSP)/Authorized partners of CSPs (Agency) to submit their proposals in accordance with the conditions and manner prescribed in this Expression of Interest (EoI) document.

9.1 <u>EoI meeting and clarifications</u>

- i. The Agencies will have to ensure that their queries for the EoI meeting should be sent as per details in the Fact Sheet.
- ii. The queries should necessarily be submitted in the following format:

Agency Name		M/s		
S. No.	Eol Document Reference(s) (Clause no.)	EOI Reference Page Number(s)	Content of EoI requiring clarification (s)	Agency's Query/ Comment(s)

- iii. STPI shall not be responsible for ensuring that the agency's queries have been received by them. Any request for clarification after the indicated date and time may not be entertained by the STPI.
- iv. The STPI will endeavour to provide timely responses to all queries. However, STPI makes no representation or warranty as to the completeness or accuracy of any response made in good faith, nor does STPI undertake to answer all the queries that have been posted by the agencies.
- v. STPI is not bound to clarify any query received after the day as described above. STPIwill review every query and on due consideration will issue a corrigendum, if so required. However, STPI does not undertake to answer each query(ies). Agencies shall not assume that their unanswered queries have been accepted by STPI.
- vi. The corrigendum (if any)/ clarification to the queries from agencies will be posted on the procurement portal <u>https://eprocure.gov.in/.</u> Any such corrigendum shall be deemed to be incorporated in this EoI.
- vii. To provide prospective agencies reasonable time for taking the corrigendum into account, STPI may, at its discretion, extend the last date for the receipt of the EoIs.

9.2 <u>Completeness of the Eol Response</u>

Agencies are advised to study all instructions, forms, terms, requirements, and other information in the EoI documents carefully. Submission of EoI shall be deemed to have been done after careful study and examination of the EoI document with a full understanding of its implications. The response to this EoI should be complete in all



respects. Failure to furnish all information required by the EoI documents or submission of a proposal not substantially responsive to the EoI documents in every respect will be at the agency's risk and may result in the rejection of their proposal.

9.3 <u>Proposal Preparation Cost</u>

The agency is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in the conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of the proposal, inproviding any additional information required by STPI to facilitate the evaluation process. STPI will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the EoI process. All materials submitted by the agency shall become the property of the STPI and may be returned at its sole discretion.

9.4 Amendment of EoI Document

At any time before the deadline for submission of EoIs, the STPI, may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective agency, modify the EoI document by an amendment. All the amendments made in the document would be informed to all the participating agencies through mail or written post. The agencies are advised to visit the website (https://eprocure.gov.in/) on regular basis for checking necessary updates. STPI also reserves the right to amend the dates mentioned in this EoI for the EoI process. In order to afford prospective agencies reasonable time in which to take the amendment into account in preparing their EoIs, the STPI may, at its discretion, extend the last date for the receipt of EoIs.

9.5 Selection Criteria for the next level

STPI will consider the agencies, that have technically qualified, for the next round of RFP. Theagencies selected through this EoI process shall have 1 year validity period which may be extended in case required.

9.6 Evaluation Process

The agency must possess the technical know-how and the financial capabilities that would be required to successfully provide the services sought by STPI. The agency's proposal must be complete in all respect and conform to all the requirements, terms and conditions and specifications as stipulated in the EoI document. The evaluation process of the EoI proposed to be adopted by STPI is indicated under this clause.

The purpose of this clause is only to provide the agency with an idea of the evaluation process that STPI may adopt. However, STPI reserves the right to modify the evaluation process at any time during the EoI Evaluation process, without assigning any reason, whatsoever, and without any requirement of intimating the agency of any such change.

STPI shall appoint an EoI Evaluation Committee (EEC) to scrutinize and evaluate proposals received. The EEC will examine the proposals to determine whether they are complete, in response and whether the proposal format conforms to the EoI



requirements. STPI may waive any informality or nonconformity in an EoI that does not constitute a material deviation.

9.7 Notifications of consideration for the next level

Prior to the expiration of the period of proposal validity as defined in the factsheet, the agency will be notified in writing or by fax or email that it has been considered for the next round i.e., RFP.

9.8 <u>Rights to terminate the Process</u>

STPI may terminate the EoI process at any time and without assigning any reason. STPI makes mccommitments, express or implied, that this process will result in a business transaction withanyone. This EoI does not constitute an offer by the department.

9.9 Language of Eol

The responses prepared by the agency and all correspondence and documents relating to the EoI exchanged by the agency and STPI, shall be written in the English language, provided that any printed literature furnished by the agency in another language shall be accompanied by an English translation in which case, for purposes of interpretation of the EoI, the English translation shall govern. If any supporting documents submitted are in any language other than English, translation of the same in the English language is to be duly attested by the agency.

9.10 <u>Rights to Accept/Reject any or all Proposals</u>

STPI reserves the right to accept or reject any proposal and to annul the EoI process and reject all EoIs at any time prior to award of contract, without thereby incurring any liability to the affected agency or agencies or any obligation to inform the affected agency or agencies of the grounds for STPI's action.

9.11 Failure to agree with the Terms & Conditions of the Eol

Failure of the agency to agree with the Terms & Conditions of the EoI shall constitute sufficientgrounds for the annulment of selection.

9.12 <u>Indemnity</u>

The successful agency shall indemnify, protect, and save STPI against all claims, losses, costs, damages, expenses, action suits and other proceedings, resulting from infringement of any patent, trademarks, copyrights etc. or such other statutory infringements in respect to services rendered by agency.

9.13 <u>Conflict of Interest</u>

- i. A Conflict of Interest is where a person who is involved in the procurement has or may be perceived to have a personal interest in ensuring that a particular Agency is successful. Actual and potential conflicts of interest must be declared by a person involved in the EoI process.
- ii. Where there is any indication that a conflict of interest exists or may arise, it



shall be the responsibility of the Agency to inform STPI, detailing the conflict in writing as an attachment to this EoI.

iii. STPI will be the final arbiter in cases of potential conflicts of interest. Failure to notify STPI of any potential conflict of interest will invalidate any verbal or written agreement.



10 EoI Proposal Submission Format

The entire proposal shall be strictly as per the format specified in this Expression of Interest. EoIs with deviation from this format shall be liable for rejection.

Online proposals (complete in all respect) must be uploaded on <u>https://eprocure.gov.in/</u> latest by the time & date mentioned in Section FACTSHEET.

The Online proposals for EoI should have the following documents:

- i. Scanned copy of Covering Letter in Company Letter Head as per **Annexure-1**: COVERING LETTER FOR BID duly sealed & signed (PDF)
- ii. Scanned copy of Non-Black Listing (PDF)
- iii. Scanned copy of Original Power of Attorney letter in a Non-Judicial Stamp Paper of at-least Rs.100/- or Board Resolution in Letter Head in original in case of Registered Limited Companies or Original Authorization in Letter Head in case of Partnership Firm indicating the person authorized to sign the bid (PDF).
- iv. Scanned copy of Agency's Profile as per **Annexure-2**: Agency's profile duly filled in, signed and stamped alongwith all supporting documents.
- v. Scan copy of duly filled signed and stamped Eligibility Compliance Sheets as per **eligibility criteria** and all the supporting/mandated documents and Annexures requiredfor eligibility criteria.
- vi. Scan copy of duly filled signed and stamped Technical Compliance sheets as per **technical evaluation criteria** and all the supporting/mandated documents and Annexures requiredfor technical evaluation of the bid as per the evaluation criteria.

Note: The proposal that does not contain the above documents will lead to the rejection of the EoI.



11 General Terms and Conditions

- i. Lodgment of an EoI is evidence of an Agency's consent to comply with the terms and conditions of the EoI and subsequent bidding process. If an agency fails to comply with any of the terms, its EoI may be summarily rejected.
- ii. Willful misrepresentation of any fact within the EoI will lead to the disqualification of the Agency without prejudice to other actions that STPI may take. All the submissions, including any accompanying documents, will become the property of STPI. The Agencies shall be deemed to license and grant all rights to STPI, to reproduce the whole or something any portion of their proposal document for the purpose of evaluation and to disclose the contents of submission for regulatory and legal requirements.
- iii. Agencies must inform STPI immediately in writing of any material change to the information contained in the EoI application, including any substantial change in their ownership or their financial or technical capacity. Copies of relevant documents must be submitted with their information. For shortlisted Agencies, this requirement applies until a contract is awarded as a result of the subsequent bidding process.
- iv. A brief overview of the proposed procurement/scope of work given in this document may be further elaborated, viz., more details may be included in the Request for Proposals (RFPs) to be issued as a result of the evaluation process of this EoI.
- v. STPI reserves the right to formulate any terms & conditions while framing the RFPs, even if these are in variance with the terms provided in this EoI. Further, the Agencies shall have no claim in this regard.
- vi. STPI reserves the right to modify and amend any of the stipulated conditions/criteria given in this EoI, depending upon project priorities vis-à-vis urgent commitments. STPI also reserves the right to accept/reject an EoI, to cancel/abort the process and/or rejectall EoIs/Bids at any time prior to award of empanelment, without thereby incurring any liability to the affected agencies on the grounds of such action taken by the STPI.
- vii. Any default by the agencies in respect of EoI terms & conditions will lead to rejection of its EoI.
- viii. Any attempt by an agency to bring pressure towards STPI's decision-making process, such agency shall be disqualified for participation in the present tender and those agencies may be liable to be debarred from bidding for STPI tenders/RFP/EoI in future for a period of three years.
 - ix. The decision of STPI arrived during the various stages of the evaluation of the EoIs is final & binding on all agencies. Any representation towards these shall not be entertained by STPI. Reasons for rejecting an EoI will be disclosed only when it is requested by the concerned agency.
 - x. Printed/written conditions mentioned in the EoI proposals submitted by vendors will not be binding on STPI.



- xi. Upon verification, evaluation/assessment, if in case any information furnished by the agency is found to be false/incorrect, their total proposal shall be summarily rejected and no correspondence on the same shall be entertained.
- xii. STPI will not be responsible for any misinterpretation or wrong assumption by the vendor while responding to this tender.

12 Annexures

12.1 Annexure 1: Format for Covering Letter

[To be submitted on the letterhead of the agency]

To CAO-cum-Registrar, Software Technology Parks of India (STPI), 1st Floor, Plate B, Office Block - 1, East Kidwai Nagar, New Delhi – 110023

Subject: EoI for Selection/Shortlisting of Agencies for setting up GCC Cloud & Hybrid Cloud and managing on revenue sharing model at STPI

Dear Sir,

We, the undersigned, offer to provide our services against your EOI No. <.....Insert EOI no > for <.....Name of the EoI > dated <insert date>. We are hereby submitting our Expression of Interest in printed format. We hereby declare that all the information and statements made in this EOI Response are true and accept that any misinterpretation contained in it may lead toour disqualification.

We agree to abide by all the terms and conditions of the EOI document. We understand you are not bound to accept any proposal you receive.

We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading the short-listing process or unduly favour our company in the shortlisting process, we are liable to be dismissed from the EOI selection process or termination of the contract during the project.

We hereby declare that our proposal submitted in response to this EOI is made in good faith and the information contained is true and correct to the best of our knowledge and belief.

Yours sincerely,

On behalf of [agency's name] Authorized Signature [In full and initials]:Name & Title of signatory: Name of Agency: Address: Seal/Stamp of Agency:Place: Date:



12.2 Annexure 2: Format for Agency's Profile

[On Company's Letter Head]

De	Details of the Agency (Company)		
1)	Name of the Agency		
2)	Address of the Agency		
3)	Year of Incorporation		
4)	Registration Number & Registration Authority		
5)	Legal Status (Public/Private/LLP etc)		
6)	Name & Designation of the Authorized person to whom all references shall be made regarding this RFP		
7)	Telephone No. (with STD Code)		
8)	Mobile No.		
9)	E-Mail of the contact person:		
10)	Fax No. (with STD Code)		
11)	Website		
	Financial Detail (Turnover of the agency during the last three (3)	FY 19-20:	
12)	financial years, as per the last	FY 20-21:	
	published audited balance sheets).	FY 21-22:	
13)	GSTIN Number		
14)	PAN		
15)	EMD Details if applicable		

Date:

Company Seal:

Name & Signature of Authorized Representative:

Name of Agency: Full Address: Telephone No.:



12.3 Annexure-3: Format for Assignment details

Sl.	Name of Project	Year of Project	Page Number
No.			

Detailed Project Experience (please provide a separate table for each project)

Project Information		
Name of the project		
Client Name		
Name and contact details of the client		
Description of the project		
Scope of services		
Start date		
Completion date		
Duration of the project		
Project Cost		
Other Relevant Information (if any)		
Supporting documents enclosed (mention name also):		
Work Order received from Client:		
Agreement signed between Agency and Client:		
Client Completion Certificate:		
Project Go-live Certificate (if applicable):		

Date:

Company Seal:

Name & Signature of Authorized Representative:

Name of Agency:Full Address: Telephone No.:



12.4 Annexure-4: Format for Self-declaration by Agency for not being blacklisted [ON AGENCIES LETTERHEAD]

as on the date of bid submission, has not been blacklisted or debarred in the last three years and is not under blacklisting period /active debarred list by STPI or any of the Central or StateGovernment Organization/Public Sector Undertaking / Autonomous Body, etc.

OR

I / We, Partner(s) / Director(s) / Authorized signatory of M/s.

hereby declare that the firm/company namely M/s. ____

in the last three years, was blacklisted or debarred by STPI, or any other Central or State Government Organization / Public Sector Undertaking / Autonomous Body etc. for a period of

_____months /years w.e.f._____. The period is over on_____and, as on the date of proposal submission, the Agency/Company is not in an active blacklisting period and is now entitled to take part in Government Tenders/ EoIs.

In case it is found that the agency has furnished any false/ incorrect/ misleading information/ declaration/ undertaking to STPI through their EOI/ Bid document/ proposal or otherwise in any form of communication, STPI reserves its rights to debar/ blacklist the agency from participating in any of the STPI's tender(s) for a period of 3 years from the date of knowledgeof STPI and/ or to reject/ cancel all such other tender (s)/ contract(s) which were earlier granted to the agency by STPI and/ or to execute/ forfeit the bid securing declaration/ PBG/ EMD/ Security deposit in all rejected/ cancelled tender(s)/ contract(s) of the agency.

In addition to the above STPI will not be liable to pay any bills/ dues, if any for any completed / Partially completed work, by the agency for the earlier issued work/ purchase order(s).

Name & Signature of Authorized Representative:

Name:

Capacity in which signed:

Name & address of the Agency:

Date: Place: