

# रेलटेल कॉर्पोरेशन ऑफ इण्डिया लिमिटेड

(भारत सरकार का एक उपक्रम)

10वां तल, बैंक ऑफ बड़ौदा भवन 16, संसद मार्ग, नई दिल्ली-110 001

रेलटेल  
RAILTEL

A Government of India  
Undertaking  
(ISO - 9001 : 2000)

## RailTel Corporation of India Limited

(A Government of India Enterprise)

Regd. Office : 10th Floor, Bank of Baroda Building, 16, Sansad Marg, New Delhi-110 001

Tel. : 23311707, 23311709 Fax : 23311711

### Letter of Acceptance (LOA)

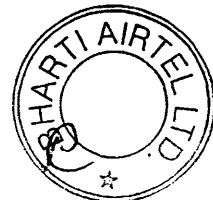
<b>Ref: RailTel/Tender/OT/CO/DNM/2010-11/164</b>		<b>dated: 01/09/11</b>
<b>Ref:</b> i) This _____ office _____ Tender _____ no- RailTel/Tender/OT/CO/DNM/2010-11/164 _____ dated 09.06.11 ii) Your Offer dated 10.05.11 submitted for this Tender. iii) This office LOI even no dated 14.06.11 iv) Your acceptance for the LOI dated 18.07.11	<b>From:</b> RailTel Corporation of India Ltd. 10 <sup>th</sup> Floor, Bank of Baroda Building, 16, Sansad Marg, New Delhi - 11001	<b>To M/s Bharti Airtel Limited</b> Plot-16, Phase-IV Udyog Vihar, Gurgaon-122015
<b>Tender Type:- Open Tender (2 Packet system),</b>		
<b>(Kind. Attn. Sh. Sanjay Dhar)</b>		

1. With reference to the above, RailTel is pleased to issue LOA in your favour for provision of approx 1,50,000 nos. of GSM Mobile Connections under CUG Configuration to Indian Railways. The CUG connections may be supplied/provisioned as per Terms & conditions enclosed as Annexure -I. Call charges monthly rental and other details would be applicable as per details enclosed as Annexure-II & ISD Call charges as per annexure-III.
2. Two copies of this LOA alongwith Annexure I, II, III are enclosed herewith. Please acknowledge the receipt of this LOA by way of returning a copy of the LOA and the Annexures (I,II &III) duly signed by your authorized representative as a token of acceptance.
3. All terms & conditions as indicated in the Tender document & LOI would continue to be applicable.

**Encl: As above**

**Sanjay Kumar**  
Group General Manager/Marketing  
(Government Business)

**Copy:- GGM/Finance/CO, New Delhi**

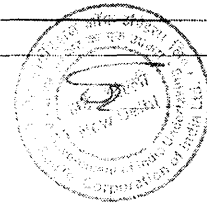


## Annexure-I

Terms & Conditions

S.No.	Item	Description
1	Description of the Items	Supply of Mobile Connections under CUG Configuration
2	Specification & Technical requirements	As per TRAI guidelines & Cl. 3.5(ix) & 3.24 of the Tender document
3	Quantity	150, 000 nos of Mobile Connections (+/- 30%) under GSM configuration as per Cl. 3.24.1 of the Tender document
4	<b>Elements of rates</b>	
i)	Rates:	As per Schedule of Requirement (annexure-II)
ii)	(Sale Tax/CST/VAT), Service & Other Taxes	Extra as per Clause 3.17 of Tender document
5	Total Value	As per Annex. II
6	Price Variation Clause	No higher side variation in price shall be applicable.
7	Consignee particulars	As per Clause 3.29 of Tender document
8	Warranty	As per Clause 3.15 of Tender document
9	Delivery period	30 days, (as per Clause 3.13 & 3.29 of Tender document)
10	Payment terms	As per Clause 3.16 of tender document
11	Liquidated Damages	As per Clause 3.30 of tender document
12	Performance Bank Guarantee	10% of total value of Annual Rental of estimated connections (1.5 Lakh at present ) i.e Rs.2.60 Crore valid for 40 months from date of acceptance of LOI
13	Bill Paying & passing authority	To be indicated in the JWO
14	Installation & Acceptance	As per Clause 3.29 of Tender document
15	<b>Commercial Terms &amp; Conditions (As per cl. 3.18 of Tender document)</b>	
15.1	Charges to be paid to RailTel	Rs. 100/- per connection per year in advance
15.2	Flat Discount applicable on the overall bill for all CUG subscribers under this scheme	10%
15.3	Change/ modification in free talk time	Any change /modifications (increase) in the free talk time announced by the operator would automatically be applicable to all CUG subscribers under this scheme
15.4	Downward revision of call charges	Downward revision of call charges announced by the operator would automatically be applicable to all CUG subscribers in the same ratio under this scheme.
15.5	Metering of all calls for all CUG. subscribers under this scheme.	15 secs. pulse rate (max.)

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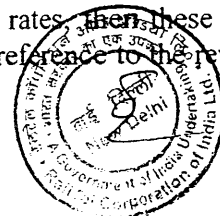
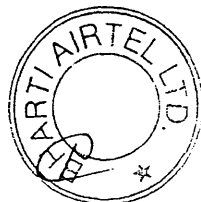
**SCHEDULE OF CHARGES FOR RENTAL, CALLS, ROAMING, SMS & DATA SERVICES**

(Figure in Rs.)

Description	Plan A	Plan B	Plan C	Plan D	Plan E
<b>Monthly Rental</b>	<b>199.00</b>	<b>175.00</b>	<b>175.00</b>	<b>140.00</b>	<b>99.00</b>
Facility	National CUG	National CUG	Zonal CUG	Zonal CUG	Circle CUG
Free Calls Value	300/-	200/-	200/-	Nil	Nil
<b>Call Charges</b>					
<b>Local</b>					
Cell to Cell	0.30	0.30	0.30	0.30	0.30
Cell to Fixed	0.30	0.30	0.30	0.30	0.30
<b>National Call</b>					
Cell to Cell	0.60	0.60	0.60	0.60	0.60
Cell to Fixed	0.60	0.60	0.60	0.60	0.60
<b>SMS</b>					
Local	0.30	0.30	0.30	0.30	0.30
National	0.40	0.40	0.40	0.40	0.40
<b>National Roaming</b>					
Outgoing Calls	0.60	0.60	0.60	0.60	0.60
Incoming Calls	0.60	0.60	0.60	0.60	0.60
<b>GPRS (Data Services) for unlimited uses</b>	<b>Free</b>	<b>Free</b>	50.00	50.00	50.00
<b>% of Subscribers (approx.)</b>	2%	5%	18%	62%	13%
	These percentages are only indicative. Actual subscribers under each plan may increase/decrease based on actual requirements of the Railways				
<b>Note: The above call charges &amp; SMS charges are meant for out side CUG</b>					

Note:

- i) Service and other Taxes as per extant notifications would be extra as applicable.
- ii) The above call charges have been specified in terms of per minute call period. However, the same shall be divisible by a factor of four, for arriving of tariff as per 15 second pulse rate, as specified in para 3.18.5 of the tender document.
- iii) The above tariffs shall be applicable at all times during the currency of the contract; irrespective of time, date, occasion, festival etc., except in case of any downward revision subsequent to negotiations, if any.
- iv) The call charges /rates mentioned in the above Table are firm & shall be applicable during currency of the contract. However, if, during currency of the contract, TRAI lowers the tariffs below these rates, then these rates would also be decreased by the same % level with reference to the revised TRAI rates.



**Annexure-III**

**ISD Call rates**

<b>Countries</b>	<b>PLAN A</b>	<b>PLAN B</b>	<b>PLAN C</b>	<b>PLAN D</b>	<b>PLAN E</b>
USA , Canada , UK , Srilanka	7.20	7.20	7.20	7.20	7.20
Bangladesh , Bhutan , Maldives , Pakistan and Nepal	9.00	9.00	9.00	9.00	9.00
Europe [other than UK ], Singapore , Thailand , Malaysia , Indonesia , Hong Kong , Kuwait , Bahrain , UAE	9.60	9.60	9.60	9.60	9.60
Rest of the world	12.00	12.00	12.00	12.00	12.00
SMS Charges	5.0	5.0	5.0	5.0	5.0
INMARSAT calls	300.00	300.00	300.00	300.00	300.00

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