

TAMILNADU TRADE PROMOTION ORGANISATION

(A JOINT VENTURE OF ITPO (GOVT.OF INDIA) & TIDCO (GOVT.OF TAMILNADU))



APPLICATION FOR EMPANELMENT OF BROADBAND/WIFI SERVICE PROVIDERS IN TNTPO

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INTRODUCTION:

Tamilnadu Trade Promotion Organisation (TNTPO), established in 2001 as a joint venture between India Trade Promotion Organisation (ITPO) and Tamilnadu Industrial Development Corporation Limited (TIDCO). Tamilnadu Trade Promotion Organisation (TNTPO) aims to foster trade and industry growth through various facilitation initiatives. With a focus on organizing national and international trade fairs, TNTPO strives to enhance global competitiveness among traders and industrialists.

Situated in a prime location of the Chennai Metro at Nandambakkam, adjacent to St. Thomas Mount, the Chennai Trade Centre (CTC) spans an area of 34.61 acres. It features air-conditioned exhibition space of 30000 Sqm.

The well-designed halls, devoid of obstructing pillars or columns, offer versatility for various events, including exhibitions, conferences, conventions, and other trade, commerce, and industry-related gatherings. Interconnected halls provide seamless transitions, ensuring convenience for attendees.

OBJECTIVE:

TNTPO proposes an empanelment of Broadband/Wi-Fi service providers to give Internet Accessibility to events and 50% of the revenue share to TNTPO.

The empanelment service provider will give no-cost broadband/Wi-Fi services to the Admin Block at Chennai Trade Centre.

BROAD SCOPE OF WORK:

The broad scope of work will include providing a Broadband/Wi-Fi facility (at various locations in Chennai Trade Centre Complex), including all the software, hardware and network components along with bandwidth and support facilities for a minimum period of 1 year, which may be extendable from time to time on mutually agreed terms and conditions duly based on TNTPO discretion. The empanelment service provider has to provide broadband/Wi-Fi services to the Admin Block at Chennai Trade Centre at no cost basis. The agency shall be required to implement an end-to-end solution.

BENEFITS OF THE EMPANELMENT WITH TNTPO:

- a) Registered service providers in the TNTPO empanelment list will be authorized to offer their services to event organizers during event days at the Chennai Trade Centre.
- b) Only registered service providers will have access to the addresses and contact details of event organizers/managers who have confirmed their events at the Chennai Trade Centre.

EMPANELMENT FEE:

The Applicant should pay to TNTPO a sum of Rs.25,000 as Empanelment Fee by means of (i) Demand Draft/ Banker's Cheque, drawn in favour of "Tamil Nadu Trade Promotion Organisation" payable at Chennai from any Nationalized and Scheduled Commercial Bank. (ii) RTGS / NEFT to UNION BANK OF INDIA, Ashok Nagar Branch, Chennai. Account No: 409202050000101 IFS Code: UBIN0540927. No exemption from payment of Empanelment Fee is allowed. Proof of payment to be enclosed along with application. The fee will be refunded to the unsuccessful applicant upon their request within 15 days from the date of issue to acceptance letter to the successful applicant.

EMPANELMENT LIMITATION:

Empanelment is limited to four service providers. Selection will prioritize the four applicants with the highest average annual turnover over the last three financial years (2021-22, 2022-23 & 2023-24).

PRE-QUALIFICATION CONDITIONS FOR EMPANELMENT:

1. Experience in a similar field: - The applicant firm should have a minimum of similar professional experience for at least 3 years. The applicant's company profile should be enclosed with complete details of similar experience in the field for the past 3 years (Documentary proof should be enclosed).
2. The Average Annual Turnover of the applicant should not be less than **Rs.20.00 Crore** for the immediate last 3 financial years (2021-2022, 2022-2023 & 2023-2024) which is duly attested by the Chartered Accountant.
3. The applicant should not be the defaulter of any statutory payments such as GST, Service Tax, Income Tax etc. and self-declaration should be enclosed in this regard.
4. The applicant should have a functional office in any one of the districts such as Chennai, Chengalpattu, Kancheepuram & Tiruvallur District. (The copy of proof must be enclosed)
5. The applicant should enclose the proof of NEFT/RTGS payment / Demand Draft/Bankers Cheque in favour of "Tamil Nadu Trade Promotion Organisation towards empanelment fee.
6. **For Telecom Service Providers (TSP)**, Applicant shall have valid UL(AS)/UASL from Dept. of Telecommunication, Government of India, subject to the condition that such License should remain valid, without interruption, during the currency of the contract agreement.
7. **For Internet Service Providers (ISP)**, Applicant shall have valid Category "A" or Category "B" (within territory of Chennai) License issued by Dept. of Telecommunication, Government of India, subject to the condition that such License should remain valid, without interruption, during currency of the contract agreement.

- i. The service provider should maintain IPDR report, for a minimum period of 2 years as per DOT directives.
 - ii. As per DoT directives, the service provider should use telecommunication devices as registered with MTCTE (Mandatory Testing & Certification of Telecommunication equipment) portal only.
 - iii. Service provider shall have their own AS number and IP Pool.
 - iv. The Service provider should have their colocation with proper disaster recovery facility.
 - v. The Service provider should have Information security management system in place as per ISO 27001:2022.
8. **For Infrastructure Providers (IP-I)**, Applicant should be a legal entity duly registered under the Companies Act 1956/ 2013 in existence for at least three years prior to the date of issuance of this application Document. Applicant must be registered with Department of Telecommunication, Government of India as Infrastructure Provider Category-I (IP- I) on the last date of submission of application, subject to the condition that such Registration Certificate should remain valid, without interruption, during currency of the contract agreement.
9. **Experience:** Applicant shall have experience of having completed / ongoing installation of:
- a) Free Wi-Fi zones.
 - b) Auto switching between multiple SSID's without hindrance to Wi-Fi users;
 - c) The Applicant shall have adequate infrastructure, bandwidth, backhaul, etc. to provide Wi-Fi facility to all people using Wi-Fi at the same time in the TNTPO Premises at any given point of time;
 - d) Should provide Wi-Fi connectivity to users respective of their service provider.

The interested Applicant shall furnish the following along with filled Application:

Documents like Product Literature, brochure, specification sheet, etc., clearly describing various features and technical specifications for each of the items used in the proposed solution including all its components like Access Points (AP's), Routers, Switches, Racks etc.

Details of similar projects executed in the past with Client references for the projects done.

Company profile, Profit & Loss statement, Balance Sheet preferably for the last 3 yrs, No. of Employees, Head Office Location, along with GST/TIN/PAN etc. details in terms of eligibility criteria.

Applicant will be required to make the presentation of their proposed solution showcasing various features, technical capabilities and financial models.

The demonstration highlighting the user interface and main features should be provided.

If needed the Applicant shall be required to install the required hardware in one of the locations to be suggested by the TNTPO for demonstration and evaluation purposes, which shall address issues like coverage, capacity, density, and security, which would be considered as pre-qualification criteria.

Terms & Conditions:

1. TNTPO, will only provide the space. Any infrastructure and hardware at each of the locations will be provided by the vendor/Applicant, as part of the proposed service.
2. If any Signal Tower is to be set out by service providers, prior approval to be obtained from TNTPO.
3. The Stability Certificate from CPWD/PWD for the signal towers must be submitted to TNTPO before commissioning.
4. Electricity for the Signal Tower may be obtained from TNTPO, and the same will be charged as per prevailing tariff of TNTPO.
5. If any piece of land utilized for the infrastructure for establishment of WIFI Facility to CTC, rental charges to be paid by the vendors.
6. The service provider should not quote or collect charges more the rates specified in Annexure A.
7. The empanelment of service providers will be based on revenue sharing model at rate of 50% to TNTPO. Service providers shall share their Work Order/Purchase Order/Any Order Confirmation correspondence from event organizers to TNTPO well before the event days. TNTPO will collect the entire payment from the organizer and pay 50% of share to the service provider against their Tax invoice submitted to TNTPO.
8. It should be noted that interest is only sought from service providers/ Applicant that have an existing proven capability for the implementation of Wi-Fi in Government Offices.
9. By responding to this empanelment, the applicant should understand that, the TNTPO is only exploring the different viable options for providing uninterrupted WIFI and internet facilities to Chennai Trade Centre.
10. The TNTPO on its own discretion shall reserves the right to accept/modify or reject any or all the offers any time, without incurring any liability.
11. All costs and expenses (whether in terms of time or money) incurred by the applicant in any way associated with the development, preparation and submission of the application, including but not limited to attendance at

meetings, discussions, demonstrations, etc. and providing any additional information required by the TNTPO, will be borne entirely and exclusively by the Applicant.

12. The service providers should not damage or alter any of the existing structure/infrastructure in any of the ways. If any damages made by the service providers, it the responsibility of the service provider to make good of the damages, failing which the TNTPO will rectify the defects and the cost will be debited from the service provides.
13. The service provider shall provide internet facilities at free of cost to specific areas of CTC premises on request of TNTPO for events attended by VVIP's.
14. The empanelment service provider has to provide unlimited broadband/Wi-Fi services to the Admin Block at Chennai Trade Centre at no cost basis including all necessary equipment, Cables and accessories.
15. It is to be ensured that the complete information as required by this office at any time may be furnished by the applicant in the prescribed format. Formats submitted with incomplete information and not conforming to the requirements are liable to be rejected.
16. Any infra facilities developed inside CTC complex, that should be utilized only for the purpose of providing wifi facilities to CTC complex alone. If any service to be provided outside the CTC complex, prior approval to be obtained from TNTPO.
17. The service provider shall submit a detailed route map indicating the layout of all cables, switches, routers, and related network infrastructure. Additionally, the service provider shall ensure that the client is granted full access to monitor and oversee all related installation, configuration, and maintenance activities.
18. The service provider should maintain the confidentiality of the customer data base.
19. The Service provider should maintain their devices without interference with devices of other service providers.
20. The Service provider should have 24/7 proactive monitoring facility.

The applicant shall be disqualified and offer submitted will not be considered if:

1. The application documents are not signed by the authorized signatory.
2. The documents submitted are incomplete and/or ambiguous in any respect.
3. The documents are not submitted in the manner specified in the application document.
4. Any form of canvassing/lobbying/influence/query regarding short listing, status etc. will result in a disqualification.
5. The applicants will be bound by the details furnished to TNTPO, while submitting the documents or at subsequent stage. In case, any of such documents furnished by the applicants are found to be false at any stage, it

would be deemed to be a breach of terms of contract making the agency liable to disqualification or termination from the empanelment.

6. The application must be received not later than the date & time specified for submitting the same. In case, the date of submitting the application will be declared as holiday by the Govt. of India then next working day will be treated as due date of the application.
7. The validity/contract period of the empanelment service is for one year, from the date of issue of confirmation order by TNTPO.
8. The Tamilnadu Trade Promotion Organisation (TNTPO) reserves the right to reject any application for empanelment without providing any reason at its discretion.
9. During the validity/contract period, if any agencies are blacklisted for any reason, further inquiries will not be provided.
10. TNTPO reserves the right to limit the inquiries to service providers at its discretion.
11. The application for empanelment must be submitted in the prescribed form only.
12. If the space provided in the empanelment forms is insufficient, additional sheets may be used as annexures.
13. The empanelment application form is non-transferable.
14. Applicants who provide false or misleading information in their application forms, statements, or attachments, or who have a record of poor performance, incomplete contract execution, inordinate delays in completion, or financial failure, will be disqualified.
15. The minimum qualification criteria will be evaluated solely based on the supporting documents provided.
16. The applicant must sign at the bottom of each page of this application form.

Submission of Application:

TNTPO would convene a meeting on 26.06.2025 at 11:30 AM at TNTPO Office, to clarify any points on the deployment of Wi-Fi facility in TNTPO. Vendors are requested to intimate their participation in this meeting by confirming their participation by sending the same to the following email id: tntpo@chennaitradecentre.org / engineering@chennaitradecentre.org

Interested parties may submit their application in a sealed envelope superscribing (i) "Application for Empanelment of Broadband/Wifi Service Providers In TNTPO" addressed by name to The Managing Director, TNTPO at the Admin Block of Chennai Trade Centre on or before 09.07.2025 up to 3.00 P.M. which will be opened at 3.30 P.M. on the same day by a Committee of Officers before the Applicants or their authorized representatives who may wish to remain present. The application received after the due date will not be entertained.



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1	Name of the Firm (IN BLOCK LETTERS)	
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2	Registered Address	Head Office Address (If Separate)

3	Mobile		Telephone	
			E-Mail	
	Website			

4	Type of Service Provider <input checked="" type="checkbox"/> (Tick)	<input type="checkbox"/> Proprietorship <input type="checkbox"/> Partnership <input type="checkbox"/> Pvt.Ltd <input type="checkbox"/> Public Ltd
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5	GST NO		PAN NO	
	Date of Commencement of Business			
	TRAI Registration No			
	License No. issued by Department of Telecommunication (GOI)			
	Annual Turnover (Last 3 Years)	F.Y (2021 to 2022)	Rs.	
		F.Y (2021 to 2023)	Rs.	
		F.Y (2023 to 2024)	Rs.	

6	Name of the Representative (if more than one, please attach as annexure)			
	Designation of the Representative			
	Mobile		E-Mail	

7	Name of the Partners / Directors	
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	(if more than one, please attach as annexure)	
	Name of Chief Executive	
	Address	
	Mobile	E-Mail
8	Firm Registered License No	
	Date of Last Renewal of License	
	If your firm is empaneled with any other PSU (Central), Please give Name & Address	
9	Experience in Relevant Empaneled Services	

MANDATORY DOCUMENTS TO BE ENCLOSED

1. Firm's Registration Certificate Copy
2. List of sitting Directors in case of limited concern and a certified copy of partner's deed in case of partnership concern.
3. Whether TSP, ISP (Category A or Category B) or IP-1 _____(attach proof)
4. GST Registration Certificate Copy & Compliance Status.
5. PAN Card Copy & Status of PAN.
6. Annual Report with Balance Sheet Copy (Last 3 Years).
7. IT Return Copy. (Last 3 Years)
8. Other Registration (if any - MSME etc.,)
9. Provide three references of similar works executed recently, preferably in Govt. organizations (attach certificates of successful completion)
 - 1)_____
 - 2)_____
 - 3)_____

ACKNOWLEDGEMENT

I have thoroughly reviewed and comprehend the terms and conditions, and I hereby agree to adhere to them in order to proceed with the Empanelment Application with TNTPO as an authorized service provider. I have read the terms & conditions in detail and agree to abide by the same to execute Empanelment with TNTPO as authorised service Provider.

Date:

Signature of Applicant
(Official Seal)

FINANCIAL PROPOSAL

S.No	Available Broadband/Wifi Speed	Amount (Rs.)

Signature of Applicant

Name of Applicant

Date:

Place: