

TAMILNADU TRADE PROMOTION ORGANISATION

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



INVITATION OF EXPRESSION OF INTEREST FOR INSTALLATION AND ERECTION OF TELECOM TOWER TO SUPPORT SERVICES OF MULTIPLE TELECOM OPERATORS INSIDE CHENNAI TRADE CENTRE COMPLEX

CHENNAI TRADE CENTRE COMPLEX,
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NOTICE INVITING EOI

INSTALLATION AND ERECTION OF TELECOM TOWER TO SUPPORT SERVICES OF MULTIPLE TELECOM OPERATORS INSIDE CHENNAI TRADE CENTRE COMPLEX

The Tamilnadu Trade Promotion Organisation, Chennai - 600 089, invites sealed EOI for the work of "Installation and Erection of Telecom Tower to Support Services of Multiple Telecom Operators Inside Chennai Trade Centre Complex" in two cover system, mentioning "Cover A – Technical Bid" and "Cover B – Financial Bid" on the face side. The cover A and B shall be put in a common cover and should be submitted. The common cover should be sealed, superscripting the nature of work, due date and time, addressed to Managing Director, Tamilnadu Trade Promotion Organisation, Mount Poonamallee Road, Nandambakkam, Chennai – 600089 and the name and address of the Applicant. The last date for submission of bid is 08.09.2025 upto 3.00pm. The "Cover – A", Technical Bid will be opened at 3.30 pm on the same day in the presence of Intending Contractors. Cover B (Price Bid) of those Applicants qualified in the evaluation of technical bid will be opened separately with due communication to the eligible Applicants. The Important information related to EOI are as follows:

Date of Issue/Publishing	22.08.2025
Last Date and Time for receipt of queries	03.09.2025 (15:00 Hrs)
Last Date and Time for submission of Bids	08.09.2025 (15:00 Hrs)
Date & Time of Opening of Technical Bids	08.09.2025 (15:30 Hrs)
Date of Opening of Commercial Bids	will be informed later
No. of Covers	02
Bid Validity days	90 days (From last date of opening of EOI)
Email Address	tntpo@chennaitradecentre.org/engineering @chennaitradecentre.org (for queries)
Monthly Base rental rate	Rs. 1800 per Sqm

Vendors may send their clarifications/query to the following email id:
tntpo@chennaitradecentre.org / engineering@chennaitradecentre.org.

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:

To provide better and unfaltering mobile telecom network to the Chennai Trade Centre Complex, the TNTPO intends to allow the installation of a mobile/telecom towers at specified place inside the Chennai Trade Centre Complex. Accordingly, sealed Expressions of Interest (herein after referred to as the EOI) are invited on behalf of TNTPO from the interested parties for installing such mobile/telecom tower on the CTC campus.

BROAD SCOPE OF WORK:

The scope of contract comprises of installation of Mobile/Telecom Towers and operating them to enable round the clock availability uninterrupted mobile telephony network besides other facilities as may be incidental to.

The scope of contract also includes the necessary manning of the sites by the contractor with full costs to be borne by the contractor itself.

It is a term of the contract that the mobile telecom towers shall be shared towers and the contractor shall in variably include, but not limited to the Airtel, Vodafone-Idea, Jio besides others, if any, to facilitate all the Mobile Telecom operators and to enable them in providing smooth mobile telephone services/network on the campus.

Duration of the contract

The duration of contract will be for FIVE YEARS from the date of signing of the contract that can be renewed based on the satisfactory performance of this contract and need of TNTPO.

PRE-QUALIFICATION CONDITIONS:

1. The firm submitting the EOI must be a reputed company/firm and must be having 10 years' experience in the business.
2. The firm submitting the EOI must have installed at least 500 (Five Hundred) towers in Chennai Circle.
3. The firm must have its PAN Number and GST/GSTN number,
4. The firm submitting the EOI should have no litigation, whatsoever, pending with any establishment/Govt. regarding its business. However, in case of any litigation existing as such, the details thereof must be submitted along with the EOI document.
5. Company should be registered with DoT or other Telecom Authority of India (enclose Certificate)
6. Furnish Undertaking that your company will permit sharing of towers by other (minimum 03) telecom service Providers.
7. Service Provider should initially provide 2G, 3G, 4G, 5G and Upward Services.
8. IP/Service Providers should have three or more sharing consent letter along with one anchor tenant will eligible for Bidding.
9. Service providers will obtain frequency clearance from Standing Advisory Committee for Frequency Allocation (SACFA) and coordinate frequency in use with signal Authority.
10. Service providers should obtain SACFA clearance as per the laid down procedure, for a particular latitude and longitude. They will not be permitted to move the antenna towers as per their convenience. In case they need to shift the site of the antenna tower, they will need to obtain fresh SACFA clearance for the new location with the exact Latitude and longitude.
11. Photocopy of Audited Balance Sheet for the last three years
12. Power of Attorney. Board resolution to sign the Agreement document in case of partnership firm/company
13. Declaration regarding the acceptance of terms and condition (Annexure A)
14. The Average Annual Turnover of the applicant should not be less than **Rs.5.00 Crore** for the immediate last 3 financial years ended 31.03.2025 which is duly attested by the Chartered Accountant.
15. 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.
16. 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)

17. Any conditional Bid will not be accepted.
18. The applicant should meet all the eligibility criteria as per the DoT guidelines and should have all the required compliance certificate/approval in place to provide shareable (mandatory) telecom solution such as ground based mast/roof top tower/ IBS (In Building solution) and Wi-Fi to support data services & 2G, 3G, 4G or any other future ready network technology
19. The IP/ISP should adhere to all the rules and regulations of Govt. of India published in time to time.
20. During installation and subsequent maintenance, the applicant should keep intact the existing infrastructure of the campus.
21. The applicant should obtain all approvals, permits etc. from all concerned at their own cost and discharge all obligations thereof.
22. Cumulative radiation from the cell tower should be within the approved frequency range of Govt. of India and its dealing organizations. The IP/ISP will have to obtain the necessary audit/certification, from the concerned authority as per GoI norms.

Definitions

1. In the contract, the following definitions, words and expressions shall have the meaning hereby assigned to them except where the contract requires the same otherwise.
2. "TNTPO means the Tamilnadu Trade Promotion Organisation through its Director or its representative.
3. "Contractor/Applicant" means the person or persons, firm or company whose EOI has been accepted by the Institute and contract has been awarded and includes the contractor's authorized representatives, successors and permitted assigns.

Terms & Conditions:

1. The contractor shall be liable to pay the monthly rental regularly before 7th of each successive month on total measured area for all the rented premises. The total area allotted to the contractor shall be duly measured by the TNTPO and communicated in writing by the TNTPO. The monthly rental charges would be at the rate determined by TNTPO or at the rate offered by the contractor in its EOI and which shall be subject to change from time to time at the discretion of the TNTPO. GST and other applicable taxes shall be paid extra by the Contractor.
2. The quoted monthly rental charges shall be applicable for three telecom service providing company (i.e. the first three telecom operator) only. The installed tower shall be a shared tower with multiple telecom operators. As such, for each of the other telecom operators whose network facilitation systems for the campus would be installed besides that one of the first three

telecom operator, the contractor shall be bound to pay an additional rental charges @ 10% of the normal/basic monthly rental charges agreed upon under this contract, duly rounded off to the multiple of next hundred. The monthly base rental is presently @ 1800 per Sqm per month which, however, would be subject to revision from time to time.

3. The contractor shall be bound to invariably intimate the TNTPO of every Telecom company/operator other than the first three for whom the initial basic/normal monthly rental is to be applicable and who is provided access of Tower facility in addition to the first three telecom operator.
4. Non-intimation of the telecom operators, as aforesaid, to the TNTPO shall be deemed to be a serious breach of contract leading to imposition of adequate penalty at the sole discretion of TNTPO including termination of the contract itself.
5. In case of failure to pay the monthly rental charges within the stipulated time as aforesaid, TNTPO may impose a penalty @ 10% per month of actual dues (to be rounded off to the multiple of next hundred).
6. TNTPO would provide power connection to the contractor for its tower business if required. The contractor shall be liable to pay the electricity charges for all the rented premises on actual consumption basis to TNTPO at the prevailing tariff of TNTPO. For the purpose, there shall be a meter duly installed at the premises by the contractor. The electricity charges shall, however, be subject to revision/change from time to time which shall be payable by the contractor as aforesaid, at the then prevailing rates.
7. If the dues of electricity consumption remain unpaid for up to three months, the electricity connection shall be disconnected without giving any notice, in this behalf. The connection would be restored on payment of Rs. 5000/- after the standing dues have been duly paid in full.
8. Non-payment of monthly rental and the electricity charges within time shall be deemed to be a serious breach of the contract and may lead to termination of the contract at the discretion of the TNTPO and which shall not be subject to challenge by the Contractor under any circumstances, whatsoever.
9. The contractor shall use the premises ONLY for which it has been given by TNTPO under the contract. The use of the premises for other purposes will lead to the suspension/termination of the contract.
10. The contractor shall in writing, intimate the TNTPO the name, designation and address besides the contact no. of the competent person to whom, routine correspondence would be addressed by the TNTPO.
11. Description and boundaries and total area in square meter of the respective land areas/premises hereby granted shall be communicated to the contractor in due course and the communication regarding this

measurement of the land areas shall also be deemed to be an integral part of this agreement.

12. The contractor shall not use the premises for residential purposes or for any other purposes (including vending of any item other than those for which permission has been given) without prior written permission of TNTPO. The contractor shall always use the premises in a prudent and careful manner as if it were his own.
13. Proper earthing of the installation to be ensured by the service Providers to avoid any stray voltage arising out of premises.
14. Proper lighting protection and firefighting devices will be installed by the service provider.
15. Standards for exposure limits of radio frequency and technical Requirements as prescribed by DoT from time to time to be followed.
16. The Applicant will take the responsibility of any accidental incident such as technical/ equipment based/ security standards. TNTPO will not be responsible for any such incidences.
17. The Stability Certificate from CPWD/PWD/Authorized Agency for the signal towers must be submitted to TNTPO.
18. The successful bidder should pay 10% of annual rental based on quoted rate as security deposit within 15 days from the date of issue of order.

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 contract.
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 service is for five 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. The EOI once submitted is non-transferable.
10. 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.
11. The minimum qualification criteria will be evaluated solely based on the supporting documents provided.
12. The applicant must sign at the bottom of each page of this application form.

Application/Declaration Form

1. Name of the Firm
with address : _____
2. Contact Person/
Authorised Signatory : _____
3. Address with Tel./Fax No./
E-mail ID : _____
4. GST Registration No. : _____ (attach proof)
5. PAN No. : _____ (attach proof)
6. DOT/TRAI Registration No.: _____
7. License No. issued by
Department of Telecommunication (GOI)
to provide services : _____

8. Provide three references of similar works executed recently, preferably in Govt. organizations (attach certificates of successful completion)
- 1)_____
- 2)_____
- 3)_____
9. Undertaking to be governed by Indian Laws: A declaration on the Company Letter Head duly signed by the Authorised signatory
10. Whether all the terms & conditions of
are acceptable: Yes/No : _____
11. Attach copies of Income Tax Return of the last three Financial Years.
12. Details of documents submitted:_____

Declaration:

I hereby undertake that I bind myself to the terms and conditions of this EOI document.

Place :

Date :

Signature
(Name of firm with stamp)

FINANCIAL BID

Tamilnadu Trade Promotion Organisation

- a) The undersigned, hereby, offers to pay the Monthly Rental charges @ Rs._____/ - (Rupees _____) per Square Meter for the premises in question, as detailed in the EOI document for Mobile / Telecom Tower.
- b) I further agree that the TNTPO shall be entitled to round off the rental charges to be computed according to the total area of the premises to the next upper multiple of hundred rupees.
- c) I also agree that the TNTPO shall be entitled to enhancement @ 8% per annum in the total rental charges (as computed in 'b' above) duly rounded off as aforesaid every year.
- d) I also agree to abide by all the terms and conditions stipulated in the entire EOI document.

Date:..... Authorized Signatory: Full Name of
the Signatory: Name & Address of the
Firm:

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Seal