

Request for Proposals

towards

Setup, Operation and Maintenance of the Data Centre at STPI locations on a revenue-sharing model

(Tender No: STPI/HQ/TECH/DC/COL/24-25/3 dated 31-01-2025)

BID CORRIGENDUM



An Autonomous Society under
Ministry of Electronics & Information Technology (MeitY),
Govt. of India
www.stpi.in

CORRIGENDUM TO THE RFP WITH REF NO: STPI/HQ/TECH/DC/COL/24-25/3

#	RFP Document Clause/ Section No.	Clause/ Section Name Original Clause	Revised/updated Clause
1.	2.2. Pre-Qualification Criteria Table-1 point no. 5, Page 11 & APPENDIX-B: Format of Bidder's Eligibility Documents, Point no. 5, Pg-44	<p>The bidder should have designed and commissioned at least 3 Data Centers projects (Owned or built for the bidder's customer) that meet the below-mentioned requirements during the last five (5) years from the date of submission of the bid. Out of the 3 Data Center projects, at least one project should be designated specifically for commercial purposes, catering to enterprise clients, hosting services, and other revenue-generating activities.</p> <ul style="list-style-type: none"> a. Size of at least two Data Centres should be a minimum of 200 Racks or a minimum of 1 MVA power. b. The Value of each Data centre project should be at least 50 Cr. <p>For internal projects, the value to be considered is the cost incurred till Go-Live.</p> <ul style="list-style-type: none"> c. At least one Data Centre should be Rated-3/TIER-III TIA/Uptime Certified or above. d. Should have set up 24x7x365 Network Operation Centre (NOC). 	<p>The bidder should have designed and commissioned at least 2 Data Centres projects (Owned or built for the bidder's customer) that meet the below-mentioned requirements during the last five (5) years from the date of submission of the bid.</p> <ul style="list-style-type: none"> a. Size of each Data Centres should be a minimum of 200 Racks or a minimum of 1 MVA power. b. The Value of each Data centre project should be at least 50 Cr. <p>For internal projects, the value to be considered is the cost incurred till Go-Live.</p> <ul style="list-style-type: none"> c. At least one Data Centre should be Rated-3/TIER-III or above Certified/Compliant. d. Should have set up 24x7x365 Network Operation Centre (NOC).
2.	2.2. Pre-Qualification Criteria Table-1 point no.	<ul style="list-style-type: none"> a) Data Centre details including power and Rack Capacity b) Valid copy of the Datacenter's certificates (a Rated-3/TIER-III certification from TIA/Uptime). 	<ul style="list-style-type: none"> a) Data Centres details including power and Rack Capacity

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	5, Page 11 (Required Documents) & APPENDIX-B: Format of Bidder's Eligibility Documents, Point no. 5, Pg-44 (Documents Required)	<p>c) NOC Details (Locations & Operations hours)</p> <p>For External Projects</p> <ul style="list-style-type: none"> • Details of work orders/ Purchase order • Completion certificate <p>Or</p> <ul style="list-style-type: none"> • Undertaking mentioning project value and status (in case of ongoing project) <p>Note: A certificate/ undertaking to the effect shall have to be provided clearly defining the name, address, contact person, and contact number, email address. (Refer Appendix-P)</p> <p>In case of a non-disclosure agreement (NDA) with the Client, an undertaking in this regard must be provided by CA.</p> <p>(Refer Appendix-M)</p> <p>For Internal Projects</p> <p>An undertaking in this regard must be provided by the bidder on its company letter head duly signed and stamped from CA. Undertaking should clearly specify the scope of work, project start, Go-live date, current status and total project value including taxes. (Refer Appendix-Q)</p> <p>Note: All the necessary proof of documents to be furnished on the bidder's Letterhead</p>	<p>b) Valid copy of the Datacenter's certificates (a Rated-3/TIER-III certification from TIA/Uptime) or Undertaking on Bidder's letterhead if the DC is Rated-3/TIER-III compliant</p> <p>c) NOC Details (Locations & Operations hours)</p> <p>For External Projects</p> <ul style="list-style-type: none"> • Details of work orders/ Purchase order • Completion certificate <p>In case of a non-disclosure agreement (NDA) with the Client, an undertaking in this regard must be provided by CA.</p> <p>(Refer updated Appendix-M)</p> <p>For Internal Projects</p> <p>An undertaking in this regard must be provided by the bidder on its company letterhead duly signed and stamped from CA. Undertaking should clearly specify the scope of work, project start, Go-live date and total project value including taxes.</p> <p>(Refer updated Appendix-Q)</p> <p>Note:</p> <ul style="list-style-type: none"> • All the necessary proof of documents to be furnished on the bidder's Letterhead.

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			<ul style="list-style-type: none"> Appendix-P is deleted.
3.	2.22.2 Technical Evaluation (TQ) Table-2 Point-3 page 23 & APPENDIX-C: Technical Capability, Point no-3 page-48	Number of Data Centre Build Projects (excluding Civil construction) / Operation Projects executed by the bidder in the last 5 financial years Note: <ul style="list-style-type: none"> DataCentre projects involving both construction and Operation will be considered as a single project under DataCentre build category. DataCentre Operation Projects with more than 1 year of continuous operations by the bidder will be considered. Required Documents: Copy of Completion Certificate or Satisfactory service report for the projects under operation	Number of Data Centre Build Projects (excluding Civil construction) / Operation Projects executed by the bidder in the last 5 financial years Note: <ul style="list-style-type: none"> DataCentre projects involving both construction and Operation will be considered as a single project under DataCentre build category. DataCentre Operation Projects with more than 1 year of continuous operations by the bidder will be considered. Required documents: Copy of Completion Certificate or Self declaration certified by a CA indicating number of Data Centre projects executed in last 5 years.
4.	3.1.1 Design, Procure, Installation and Commissioning of DataCenters and its components, Point no #h	The DataCenters may be built in phase-wise by the successful bidder, however, the complete space is to be utilized for providing DataCenters services within 4 Years from the date of Commissioning/Go-Live of the DataCenters.	The DataCenters may be built in phase-wise by the successful bidder, however, the complete space is to be utilized for providing DataCenters services within 4 Years from the date of Commissioning/Go-Live of the DataCenters. STPI reserves the right, at its discretion, to grant an additional period of up to 2 years beyond the initial 4 years for the complete utilization of space. This extension is contingent upon the successful bidder providing a satisfactory justification for the delay.

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5.	3.7 Penalties, Table-4, Point #4	<p>Point 4 :- Delay in optimized utilization (100%) of the DataCenters services beyond 4 years</p> <p>> 4 & <= 5 years -- • Deduction of 10% of PBG value for each 3 months of delay in occupancy. > 5 & <= 6 years -- • Deduction of 20% of PBG value for each 3 months of delay in occupancy. >6 Years -- • May lead to a review of the performance & termination of the contract at the discretion of STPI.</p>	<p>Delay in optimized utilization (100%) of the DataCenters services beyond the allowed timeline: -</p> <ul style="list-style-type: none"> ➤ up to 6 months -- Deduction of 10% of PBG value ➤ between 6 to 12 months -- Deduction of 20% of PBG value ➤ beyond 12 months -- May lead to a review of the performance & termination of the contract at the discretion of STPI.
6.	2.2. Pre-Qualification Criteria Table-1 point no. 2, Page 11 & APPENDIX-B: Format of Bidder's Eligibility Documents, Point no. 2, Pg-44	The Bidder must have an average annual revenue of not less than Rs 100 crore for three financial years (2021- 22, 2022- 23 & 2023-24) from the Data Centre builds (excluding Civil construction)/Data Center Operations/ Co-Location Services.	<p>The Bidder/Group companies/Parent company must have an average annual revenue of not less than Rs 100 crore for three financial years (2021- 22, 2022-23 & 2023-24) from the Data Centre builds (excluding Civil construction)/Data Center Operations/ Co-Location Services.</p> <p>(Refer to updated Appendix-0)</p>

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7.	2.2. Pre-Qualification Criteria Table-1 point no. 2, Page 11 Documents Required & APPENDIX-B: Format of Bidder's Eligibility Documents, Point no. 2, Page 44 Documents Required	Copy of audited financial statements including Profit and Loss Account, Balance Sheet and Income Tax Returns of the last three financial years and Certificate from CA quantifying the average annual revenue from the Data Centre builds (excluding Civil construction)/Data Center Operations/ Co-Location Services. (Refer Appendix-O)	Copy of audited financial statements including Profit and Loss Account, Balance Sheet and Income Tax Returns of the last three financial years and Certificate from CA quantifying the average annual revenue from the Data Centre builds (excluding Civil construction)/Data Center Operations/ Co-Location Services. (Refer to updated Appendix-O) Note: In case of Group/Parent company, a commitment letter from the majority stakeholder (s) must be provided in the format at Appendix-V .
8.	2.22.2 Technical Evaluation (TQ) Table-2 Point-1 page 23 & APPENDIX-C: Technical Capability, Point-1, page- 48	Average annual revenue (in Crores) from Data Centre builds (excluding Civil construction)/ Data Center Operations/ Co Location Services in three financial years (2021-22, 2022-23 & 2023 24)	Average annual revenue (in Crores) from Data Centre builds (excluding Civil construction)/ Data Center Operations/ Co-Location Services in three financial years (2021-22, 2022-23 & 2023 24) Note: Average annual revenue of the Bidder/Group companies/parent company shall be considered.
9.	2.2. Pre-Qualification Criteria Table-1 point no. 4, Page 11 & APPENDIX-B: Format of Bidder's Eligibility	The Bidder should have been in the Data Centers business for the last five years as on 31.01.2025.	The Bidder should have been in the Data Centers business for the last five years as on 31.01.2025. Note: Experience of the Bidder/Group company/parent company shall be considered.

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	Documents, Point no. 4, Page 44		
10.	2.22.2 Technical Evaluation (TQ) Table-2 Point-2 page 23 & APPENDIX-C: Technical Capability, Point-2, page- 48	Number of years of experience	Number of years of experience Note: Experience of the Bidder/Group company/parent company shall be considered.
11.		Revenue share and minimum committed charges- Additional Clause	The minimum commitment charges shall be applicable from the Go-live date of the DataCentre. (Refer updated Appendix-K)

Updated APPENDIX-M: Data Centre Experience In case of NDA clients

<<To be provided by CA>>

Date: DD/MM/YYYY

To

Tender Division,
Software Technology Parks of India, 1st Floor, Plate B,
Office Block - 1, East Kidwai Nagar,
New Delhi – 110023
Tel: 011-24628081/24346600

Subject: IT/non-IT implementation experiences of Data Centre Infra for participation in RFP of the STPI titled “Setup, Operation and Maintenance of Data Center at STPI locations on revenue-sharing model.”

Dear Sir,

It is certified that, M/S <Registered name and its communication address>, has completed at least < no of project> projects of INR crores or more value each with scope covering IT/Non-IT infrastructure implementation of Data Centre Infra of minimum 200 racks or at least 1MVA power during last five years as on bid submission date.

I further certify that I am a competent officer to make this declaration.

Yours sincerely,

Signature (with official seal)

Name:

Designation:

Address:

Telephone & Fax:

E-mail Address:

Note: This is applicable for the Bidder, in case of NDA signed with the client.

Updated APPENDIX-Q: Bidder's experience for Internal Projects

<<To be provided on the letterhead of the Bidder signed and stamped by CA>>

Date:

To

Tender Division,

Software Technology Parks of India, 1st Floor, Plate B,

Office Block - 1, East Kidwai Nagar,

New Delhi – 110023

Tel: 011-24628081/24346600

Subject: IT/non-IT implementation experiences of Data Centre Infra for participation in RFP of the STPI titled "Setup, Operation and Maintenance of Data Center at STPI locations on revenue-sharing model."

Dear Sir,

It is certified that, M/S <Registered name and its communication address>, has completed at least < no of project> internal projects of INR 50 crores or more value each with scope covering IT/Non-IT infrastructure implementation of Data Centre Infra of minimum 200 racks or at least 1MVA power during last five years as on bid submission date.

I further certify that I am a competent officer to make this declaration.

Yours sincerely,

Signature with official seal

Name:

Designation:

Address:

Telephone & Fax:

E-mail Address:

Updated APPENDIX-N: Financial Net worth

<Declaration by CA >

Date: DD/MM/YYYY

To

Tender Division,
Software Technology Parks of India, 1st Floor, Plate B,
Office Block - 1, East Kidwai Nagar,
New Delhi – 110023
Tel: 011-24628081/24346600

Subject: RFP for “Setup, Operation and Maintenance of Data Center at STPI locations on revenue-sharing model.”

Dear Sir,

This is to certify that the Annual Net worth of M/S <Registered name of bidder > from the Data Centre builds (excluding Civil construction)/Data Center Operations/ Co-Location Services as per books and records for the following financial years are as under.

#	Financial Year	Annual Net worth (in INR Crores)
1	2023-24	
2	2022-23	
3	2021-22	
Average Annual Net worth (in INR Crores)		

I further certify that I am competent officer to make this declaration.

Yours sincerely,

Signature of Authorized Signatory (with official seal)

Name:

Designation:

Address:

Telephone & Fax:

E-mail Address:

Updated APPENDIX-O: Financial Turnover

<Declaration by CA >

Date: DD/MM/YYYY

To

Tender Division,
Software Technology Parks of India, 1st Floor, Plate B,
Office Block - 1, East Kidwai Nagar,
New Delhi – 110023
Tel: 011-24628081/24346600

Subject: RFP for “Setup, Operation and Maintenance of Data Center at STPI locations on revenue-sharing model.”

Dear Sir,

This is to certify that the Annual Turnover of M/S <Registered name of bidder > from the Data Centre builds (excluding Civil construction)/Data Center Operations/ Co-Location Services as per books and records for the following financial years are as under.

#	Financial Year	Annual Turnover (in INR Crores)
1	2023-24	
2	2022-23	
3	2021-22	
Average Annual Turnover (in INR Crores)		

I further certify that I am competent officer to make this declaration.

Yours sincerely,

Signature with official seal

Name:

Designation:

Address:

Telephone & Fax:

E-mail Address:

Instructions

1. The Bidder shall attach copies of the Balance Sheets and Profit & Loss Statements for the Financial Years 2023-24, 2022- 23 and 2021-22.
2. The financial statements shall:
 - a) Be audited by a CA.
 - b) Correspond to accounting periods already completed and audited (no statement for partial period shall be requested or accepted).

Updated APPENDIX-K: Commitment Letter

To,

Tender Division,
Software Technology Parks of India, 1st Floor, Plate B,
Office Block - 1, East Kidwai Nagar,
New Delhi – 110023
Tel: 011-24628081/24346600

Sir,

Subject: RFP for “Setup, operation, and maintenance of the Data Centre at STPI locations on a revenue-sharing model”

Reference: RFP No: STPI/HQ/TECH/DC/COL/2024-2025/3

1. We undertake, if our Bid is accepted, to pay STPI minimum charges of Rs.1.8 Crores (One Crore, Fifty Lakhs) plus applicable taxes per annum for the first 2 financial years and thereon at compounded hike of 5% every year irrespective of the sales and generation of the revenue for the entire contract period. In case the actual revenue share amounts to more than the committed charges of Rs. 1.8 Crore, then we undertake to pay the actual revenue share in place of committed charges to STPI.
2. We undertake that the minimum commitment charges shall be applicable from the Go-live date of the DataCentre.
3. We undertake to absorb the entire Operations & Maintenance recurring expenditure including manpower charges, technology refresh etc. incurred during the contract period, even in case of no generation of revenues.
4. We undertake to pay STPI minimum committed charges on a quarterly basis.
5. We undertake that in case of any delay in payment to STPI, then STPI may deduct a penalty as per the terms of the RFP/agreement.

Dated this day of 2025

Yours sincerely,

(Signature of the Bidder)

Printed Name

Designation

Seal

Date:

Business Address

Appendix-V: Group/Parent Company Commitment

To,

Tender Division,
Software Technology Parks of India, 1st Floor, Plate B,
Office Block - 1, East Kidwai Nagar,
New Delhi – 110023
Tel: 011-24628081/24346600

Sir,

Subject: RFP for “Setup, operation, and maintenance of the Data Centre at STPI locations on a revenue-sharing model”

Reference: RFP No: STPI/HQ/TECH/DC/COL/2024-2025/3

It is certified that we, M/S <Registered name of Parent Company/Group Company and its communication address >, having permanent office at.....<Office Address> , do hereby authorize M/s..... <Registered name of the Bidder and its communication address> to participate and submit a bid against the RFP as referred above.

<Registered name of Parent Company/Group Company and its communication address >does hereby undertake to guarantee any shortfall of performance by < bidder name> in successful delivery of services and abide by all terms and condition of this RFP as defined for bidder.

Thanking you,

Name & Designation
of the Authorized Signatory

Date:

Place:

Note:

- This is applicable in case of Bidder is using Parent Company/Group credential for the bidding purpose
- Proof of relationship between bidder and parent entity needs to be submitted duly signed by authorised signatory.