Directorate of ICT & e-Governance (DIT),

Department of Science & Technology

Block No. 2, 2nd Floor, Karmayogi Bhavan,

Sector-10A, Gandhinagar 382 010

EXPRESSION OF INTEREST (EOI) FOR INVITING COMPANIES FOR SETTING-UP CABLE LANDING STATIONS IN GUJARAT BY AVAILING INCENTIVES OF GUJARAT IT/ ITES POLICY (2022-27)

EoI No.: DIT/ ITP/ EOI/ 001 Date: 08.01.2025

DISCLAIMER

The information contained in this Expression of Interest (EoI) document or subsequently provided to Bidder(s), whether verbally or in documentary or any other form by or on behalf of the Directorate of ICT & e-Governance (DIT) /DST, Government of Gujarat or any of their employees or consultants, is provided to Bidder(s) on the terms and conditions set out in this EoI and such other terms and conditions subject to which such information is provided.

The purpose of this EoI is to provide interested parties with information that may be useful to them in eliciting their offers (the "Proposal") pursuant to this EoI. This EoI includes statements, which reflect various assumptions and assessments arrived at by Directorate of ICT & e-Governance, in relation to the EoI. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This EoI may not be appropriate for all persons, and it is not possible for DIT, its employees, or Consultants to consider the investment objectives, financial situation and particular need of each party who reads or uses this EoI. The assumptions, assessments, statements, and information contained in this EoI, may not be complete, accurate, adequate, or correct. Each interested agency should, therefore, conduct its own surveys and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements, and information contained in this EoI and obtain independent advice from appropriate sources before filling up the EoI. Any deviation in the specification or proposed solutions will be deemed as incapability of the respective Agency and shall not be considered for final evaluation process.

Information provided in this document to the Bidder(s) is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The TENDERER accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

Directorate of ICT & e-Governance, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Applicant or agency under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EoI or otherwise, including the accuracy, adequacy, correctness, completeness, delay or reliability of the EoI and any assessment, assumption, statement or information contained therein or deemed to form part of this EoI or arising in any way during the Bidding process.

EXPRESSION OF INTEREST (EOI) FOR INVITING COMPANIES FOR SETTING-UP CABLE LANDING STATIONS IN GUJARAT BY AVAILING INCENTIVES OF GUJARAT IT/ ITES POLICY (2022-27)

Directorate of ICT & e-Governance, Department of Science & Technology, *Government of Gujarat invites Companies for setting-up Cable Landing Stations in Gujarat by availing incentives of Gujarat IT/ ITeS Policy (2022-27)*. For overview of the EoI and suggested response formats, please refer to respective following sections of this EoI.

Interested entities may submit their proposal for this Expression of Interest online, with all the necessary documents duly signed by an authorized signatory on or before last date for submission of EoI response.

Instruction to the Interested Entities for proposal submission:

Interested Entities who wish to participate in this EoI will have to register on https://www.nprocure.com/. Further Interested Entities who wish to participate in online EoI will have to procure Digital Certificate as per Information Technology Act 2000 using which they can sign their electronic EoI documents. Interested Entities can procure the same from (n) code solutions – a division of GNFC Ltd., or any other bidder licensed by Controller of Certifying Authority, Govt. of India. Interested Entities who already have a valid Digital Certificate need not procure a new Digital Certificate.
In case Interested Entities need any clarification regarding online participation, they can contact "(n) Code solutions – A division GNFC Ltd." 403, GNFC Info Tower, Bodakdev – 380054, Gujarat (India). Tel: +91-26857316/17, Email: nprocure@ncode.in; nprocuregift@ncode.in, Website: https://tender.nprocure.com, Toll Free: 1800-233-1010 (Ext. 501 & 512).
EoI documents are available only in electronic format which Interested Entities can download free of cost from the website https://directorit.gujarat.gov.in/ and https://www.nprocure.com/ . Interested Entities shall upload their proposal only at https://www.nprocure.com/ .The entities should submit their proposal for this EoI on or before the last date for submission of EoI response along with all the relevant information and documents. In case of any clarifications required, please contact on email ID dd-incentive-dit@gujarat.gov.in or ad-incentive-dit@gujarat.gov.in quoting EoI No. in the subject line.

Directorate of ICT & e-Governance (DIT),
Department of Science & Technology
Block No. 2, 2nd Floor, Karmayogi Bhavan,
Sector-10A, Gandhinagar 382 010

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1 GENERAL TERMS

1.1 EOI ISSUING AUTHORITY

This Expression of Interest (EoI) is issued by Directorate of ICT & e-Governance (DIT), Department of Science & Technology, Government of Gujarat.

#	Item	Description
1	EoI Title	Inviting Expression of Interest from companies to start their operation of establishing Cable Landing Stations (CLS) in the state, by availing Gujarat IT/ITeS policy incentives.
2	EoI issuing Authority Details:	
2.1	Department	Directorate of ICT & e-Governance (DIT), Department of Science & Technology, Government of Gujarat Block No. 2, 2nd Floor, C & D Wing, Karmayogi Bhavan Sector - 10 A, Gandhinagar - 382010 +91 79 23259222
2.2	Contact Person	Deputy Director (IT) Directorate of ICT & e-Governance Phone: 079-23258397 Email id: dd-incentive-dit@gujarat.gov.in
2.3	Contact Person (Alternate)	Assistant Director (IT) Directorate of ICT & e-Governance Phone: 079-23259325 Email id: ad-incentive-dit@gujarat.gov.in
3	Website	https://directorit.gujarat.gov.in/
4	Mode of submitting proposal	Online
5	EoI Document Available at	https://tender.nprocure.com, https://directorit.gujarat.gov.in/

4	Participant's Conference link	https://cmguj.webex.com/cmguj/j.php?MTID=m0178700e7e02ccae5ef16a723a91b511

1.2 IMPORTANT DATES

#	Description	Date & Time
1	Release of Expression of Interest (EoI)	08/01/2025, 15:00
2	Meeting on Clarifications	16/01/2025, 11:30
3	Last Date for submission of queries	17/01/2025, 15:00
4	Last Date for Submission of EoI Response	13/02/2025, 15:00
5	Opening of EoI Responses	14/02/2025, 15:00

1.3 PARTICIPANT'S CONFERENCE

Directorate of ICT & e-Governance (DIT) will schedule a meeting through Virtual Conference. The meeting is tentatively scheduled as per the schedule given in Section 1.3 of this EoI. The purpose of the meeting is to provide participants with any clarifications regarding the EoI. It will also provide each participant with an opportunity to seek clarifications regarding any aspect of the EoI.

1.4 LANGUAGE OF PROPOSALS

The proposal and all correspondence and documents shall be written in English.

1.5 AREA OF OPERATION

The national & international companies who are operating in the business of establishing, operating cable landing stations are invited to submit their proposal against this EoI.

2 BACKGROUND

2.1 ABOUT DIRECTORATE OF ICT & E-GOVERNANCE (DIT)

Established in 2016, the Directorate of ICT & eGovernance, known as "DIT," has been a cornerstone in advancing ICT endeavors within Gujarat State. Recognized as a trailblazer in harnessing information and communication technology (ICT) for improved governance, DIT has spearheaded numerous e-Governance initiatives across Gujarat. Serving as a pivotal hub for the implementation of IT/ITeS and Startup/Innovation Policies, DIT offers crucial technical assistance to government departments, facilitating the formulation of impactful policies and fostering transparency, efficiency, and accountability in governmental operations through e-Governance. With a multifaceted role encompassing project coordination, research and development, capacity building, and the establishment of the Gujarat State Data Centre (GSDC), DIT remains steadfast in its commitment to propel Gujarat towards a digitally empowered future.

2.2 GUJARAT IT/ ITES POLICY (2022-27)

The Gujarat IT/ITeS Policy (2022-27), launched in February 2022, aims to revolutionize the IT landscape of Gujarat, positioning it as a frontrunner in the Information Technology sector. This policy is designed with the overarching goal of fostering the development and improvement of cloud infrastructure in the state. To promote the development activities and boost the cloud ecosystem in the state, the Government shall facilitate the setting up of a CLS by way of support in land identification and allotment along with necessary utility infrastructure support at the doorstep.

Entities interested in submitting their expression of interest are requested to carefully review section 2.7.7 of the Gujarat IT/ITeS Policy (2022-27), which focuses on ‘Facilitating cloud ecosystem – support for Cable Landing Station (CLS)’ policy intervention, to gain a comprehensive understanding of the objective.

Further, entities are requested to carefully read the Gujarat IT/ITeS Policy (2022-27), Implementation Guidelines for Gujarat IT/ITeS Policy (2022-27) & Modification and Addendum to the Gujarat IT/ITeS Policy (2022-27) to get holistic offerings and incentives of Gujarat IT/ITeS Policy (2022-27). The link of the of the above referred documents is as given below:

1. https://directorit.gujarat.gov.in/IT-Policy
2. https://dstpolicy.gujarat.gov.in/viewPublicDocument/Nw==

2.3 OBJECTIVES OF THIS EXPRESSION OF INTEREST

The primary objective of this Expression of Interest (EoI) is to actively seek expression of interest from companies interested in establishing and operating Cable Landing Stations (CLS) in the state, by availing Gujarat IT/ITeS policy incentives.

This initiative is aimed at strengthening the digital infrastructure to cater to the growing demands of internet connectivity, data security, and emerging technologies such as 5G, AI/ML, IoT, Blockchain, and other digital services.

The Government has undertaken substantive steps towards the improvement of quality and the cost of connectivity in the state. The cable landing stations will greatly enhance the quality and reduce the cost of internet connectivity in state as well other parts of the country. This effort aims to provide dependable and affordable connections, especially in underserved regions, while also improving both international and domestic network links.

To promote the development activities and boost the ecosystem in the state, the Government shall facilitate for setting up of a CLS by way of support in land identification and allotment along with necessary utility infrastructure support at the doorstep. Further, the Government shall provide fiscal support in the following way:

S. No.	Incentive category	Description of support
1	CAPEX support	One-time CAPEX support of up to 25 per cent of the eligible CAPEX expenditure subject to a maximum ceiling of INR 20 Cr.
2	OPEX support	Power tariff subsidy of INR 1/unit for a period of five years

The Government will assist the entities in obtaining the required statutory clearances for establishing the CLS.

3 EXPRESSION OF INTEREST IS INVITED FROM INTERESTED PARTIES

1. Organizations or companies having expertise in building open cable landing stations.
2. Global OTT players planning to build new submarine cable systems in India.
3. Alliance and partnership with global IIPs interested in having a footprint in India.
4. Partners having Submarine cables being planned or in deployment in the Indian ocean, desirous of availing open cable landing stations in India.
5. Organizations developing IT parks and data centers in India.
6. Terrestrial network providers.

7. Organizations interested in building a festoon cable connecting the proposed cable landing stations.

4 RESPONSE FROM INTERESTED PARTICIPATIONS

- Possible collaborations and approach to develop and operate one or multiple Cable Landing Station in Gujarat.
- Preferred Location(s) within Seismic Zone 3 or any other location in state.
- A detailed proposal outlining their approach to developing and operating the Cable Landing Station in Gujarat.
- Any near Plan for landing sub-marine cables to these CLS.
- Plan for connecting Gift City with CLS.
- Technical design, roadmap with milestone & timeline.
- Other relevant Parameters required for setting up CLS.

Entities interested in submitting their expression of interest:

1. Should carefully read the Gujarat IT/ITeS Policy (2022-27), Implementation Guidelines for Gujarat IT/ITeS Policy (2022-27) & Modification and Addendum to the Gujarat IT/ITeS Policy (2022-27) to know the incentives offered for the entities. The link of the of the above referred documents is as given below:
   https://directorit.gujarat.gov.in/IT-Policy
   https://dstpolicy.gujarat.gov.in/viewPublicDocument/Nw==
2. Gujarat State Seismic zone map is enclosed herewith to facilitate the planning of Land parcel for CLS as per Annexure 1.
3. Gujarat Gas pipeline map are attached herewith to facilitate the planning of terrestrial cables from CLS to POPs as per Annexure 2.
4. OPGW Cable route map is enclosed herewith to facilitate the planning of terrestrial cables from CLS to POPs as per Annexure 3.
5. GFGNL plays a crucial role in enhancing digital connectivity and supporting the digital infrastructure in Gujarat. GFGNL Cable route map is enclosed herewith to facilitate the planning of terrestrial cables from CLS to POPs as per Annexure 4.
6. Forest Eco-Sensitive Map is included to facilitate the planning of terrestrial cables as per Annexure 5.

The EoI response shall not be binding on respondent.

5 PARTICIPATION CRITERIA

#	Criteria	Description	Proof Document Required
1	Legal Entity	**For Indian Companies:** a) Registered under Companies Act/ LLP Act/ Partnership Act/ or other relevant Acts in India and in existence for at least 5 years. b) Registered GST number, Income Tax PAN, and active operations in India. **For International Companies:** a) Registered under the relevant laws of the country of origin and in existence for at least 5 years. b) Registered office or operational presence in India, or intent to establish one within a stipulated timeframe.	**Indian Companies:** a) Copy of Certification of Incorporation issued by competent authority/ Registration Certificate. b) Copy of PAN card. c) Copy of GST registration. **International Companies:** a) Certificate of Incorporation or equivalent. b) Proof of operational presence in India (if applicable). c) Declaration of intent to establish operations in India (if not present).
2	Details of the Organization	Details of Organization as per the format provided in the EoI.	Form I & Form I (A)
3	Annual Turnover	The entity should have a minimum average annual turnover of INR 500 Crores for last 3 financial years ending March 2024.	CA certificate along with Audited Annual Accounts/ Balance Sheet for last three financial years confirming the clause requirement must be attached along with the EoI proposal.
4	Experience	a) The entity must have experience in at least one project with 80% of the proposed project cost either in India or overseas. OR b) Alternatively, the entity must have experience of two projects with 50% of the proposed project cost each either in India or overseas.	Relevant documents

		The project if done in consortium can also be furnished.	
5	License Requirement	The entity should have a valid International Long Distance (ILD) License issued by competent authority in India.	Copy of valid license issued by competent authority.
6	Blacklisting	The entity should not have been blacklisted by any state/ central government organization in India. Self-declaration to that effect should be submitted along with the proposal.	Self-Declaration as per the Form II

Note: The entities submitting the proposal is required to take relevant approvals and adhere to Licensing requirements, Environmental Clearances, Security Clearances, Infrastructure approvals, Customs and import regulation, Maritime permissions or any other relevant guidelines, Licensing Framework and Regulatory Mechanism for Cable Landing Station in India as established by Telecom Regulatory Authority of India (TRAI), Department of Telecommunications (DoT) and relevant competent authorities.

6 TERMS AND CONDITIONS

A. The Authority shall be entitled to reject the EoI proposal, in the event, inter alia:
    a. the Entity is found to have made a false or misleading representation or statement in the EoI response or under any document prepared, submitted and/or executed by the Entity in relation to the same; or
    b. the Entity is found to be ineligible to submit the proposal under the terms of this EoI or as per Applicable Laws; or
    c. any other non-compliance with the terms and provisions of the Process or the EoI proposal submitted by the Entity.
B. During the evaluation of EoI, the Authority may, at its discretion, request a participant for further clarifications and/or information. The request for clarification and the response thereto shall only be in writing; the participant shall be required to reply to the clarification within a period as specified by the Authority.
C. In response to this EoI, single proposal should be submitted by the entity. Multiple proposals response by single entity will not be accepted.
D. The Entity acknowledges that any ambiguities, inconsistencies, or misinterpretations arising from the language or terms of the EoI shall be resolved in favor of the interpretation that is most favorable to the issuing authority. The Entity further agrees to seek clarification promptly in the event of any uncertainty regarding the EoI requirements or terms.

E. This EoI is not an offer and is issued with no commitment. DIT reserves the right to withdraw the EoI and change or vary any part thereof at any stage.
F. DIT is not restricted in its rights to use or disclose any or all of the information contained in the proposal.
G. DIT also reserves the right to disqualify any participant, should it be so necessary at any stage.
H. The response to the Participation Criteria shall be prepared in accordance with the requirements specified in this EoI and in the format prescribed in this document for each of the above-mentioned eligibility criteria.
I. Proposals must be direct, concise, and complete. All information not directly relevant to this EoI should be omitted.

****

7 RESPONSE FORMATS

7.1 FORM I (TO BE FILLED BY ENTITIES)

Details of the Entity		
#	**Description**	**Details***
1	Name of the organization	
2	Nature of business in India	
3	Nature of Legal Status in India	
4	Legal Status Reference Details	
5	Date of Incorporation	
6	Date of Commencement of Business	
7	Address of Headquarter	
8	Address of Registered Office in India	
9	Income Tax Number (PAN)	
10	Goods and Services Tax Number (GST)	
11	Annual Turnover	Amount (INR)
	2021-22	
	2022-23	
	2023-24	
12	Name & designation of Contact person for this EoI with Email Id, Tel No. /Mobile No	
13	Company Profile	
14	Currently holding any Licenses related to Internet Services (National/ International/ others)	
15	Other relevant information (if any)	

*Specify “NA” wherever not applicable

7.2 FORM I(A): (TO BE FILLED BY ENTITY)

#	Field	Description*
1	Proposal Type	New
2	Willingness to Sign MoU/ Investment Intentions	Are you willing to sign an MoU or express investment intentions if not already done? (Yes/No)
3	Other CLS details, established/ operated by the entity	
4	Proposed Investment	
5	Proposed Employment	Number of direct jobs expected to be created
6	Proposed Project Locations • Preferred location 1: - • Preferred location 2: - • Preferred location 3: -	Specific locations within Gujarat where the CLS will be established
7	Multi-location Project	Are there multiple locations in Gujarat? (Yes/No)
8	District	Primary district(s) in Gujarat for the proposed location(s)
9	Expected Date for Start of Operations	Proposed commencement date (MM/YYYY)
10	Current presence of the entity a) Country: b) State: c) City/ District:	Details to be furnished. (Add multiple rows, if applicable)
11	Remarks	Any additional information or unique aspects of the project

*Specify “NA” wherever not applicable

7.3 FORM II (TO BE FILLED BY ENTITIES)

Declaration Letter

Submission on Organization's letter head.

Date: <<dd-mm-yyyy>>

To,
The Director
Directorate of ICT & e-Governance (DIT),
Department of Science & Technology
Block No. 2, 2nd Floor, Karmayogi Bhavan,
Sector-10A, Gandhinagar 382 010

Subject: DECLARATION OF NOT BANNED/ BLACKLISTED/ DEBARRED

Dear Sir,

With reference to the EoI "<<*EoI Name*>>", I, undersigned <<*Name of Signatory*>>, in the capacity of <<*Designation of Signatory*>> certify that, our organization/ entity <<*Name of the respondent*>> is not banned or blacklisted or debarred by any Central/State Government Authority/Institution.

Signature: _____
Name: _____
Designation: _____
Name of the Organization/ Entity: _____
Date: _____ / _____ / _____.
Place: _____.

7.4 FORM III (TO BE FILLED BY ENTITIES)

Submission on Organization's letter head.

I/We, _____, residing at _____ in capacity of _____M/s. _____ hereby solemnly affirm that

All Instructions & Terms and Conditions laid down on all the pages of the EoI, have been read carefully and understood properly by me/us which are completely acceptable to me/ us, and I/We agree to abide by the same.

I / We have submitted the Certificates / Documents as required for this EoI. All the Certificates/ Documents/ Information are valid and current as on date and have not been withdrawn/ cancelled by the issuing authority.

It is clearly and distinctly understood by me/us that the proposal is liable to be rejected if on scrutiny at any time, any of the required Certificates/ Documents/ Information is/ are found to be invalid/ wrong/ incorrect/ misleading/ fabricated/ expired or having any defect.

I/ We also understand that failure to produce the documents in "Prescribed Performa" (wherever applicable) as well as failure to give requisite information in the prescribed Performa may result into rejection of the proposal for the EoI.

I / We confirm that I/ We have meticulously filled in, checked, and verified the enclosed documents/ certificates/ information etc. from every aspect.

All the submitted documents of the proposal against the issued EoI have been physically signed & stamped by the authorized signatory.

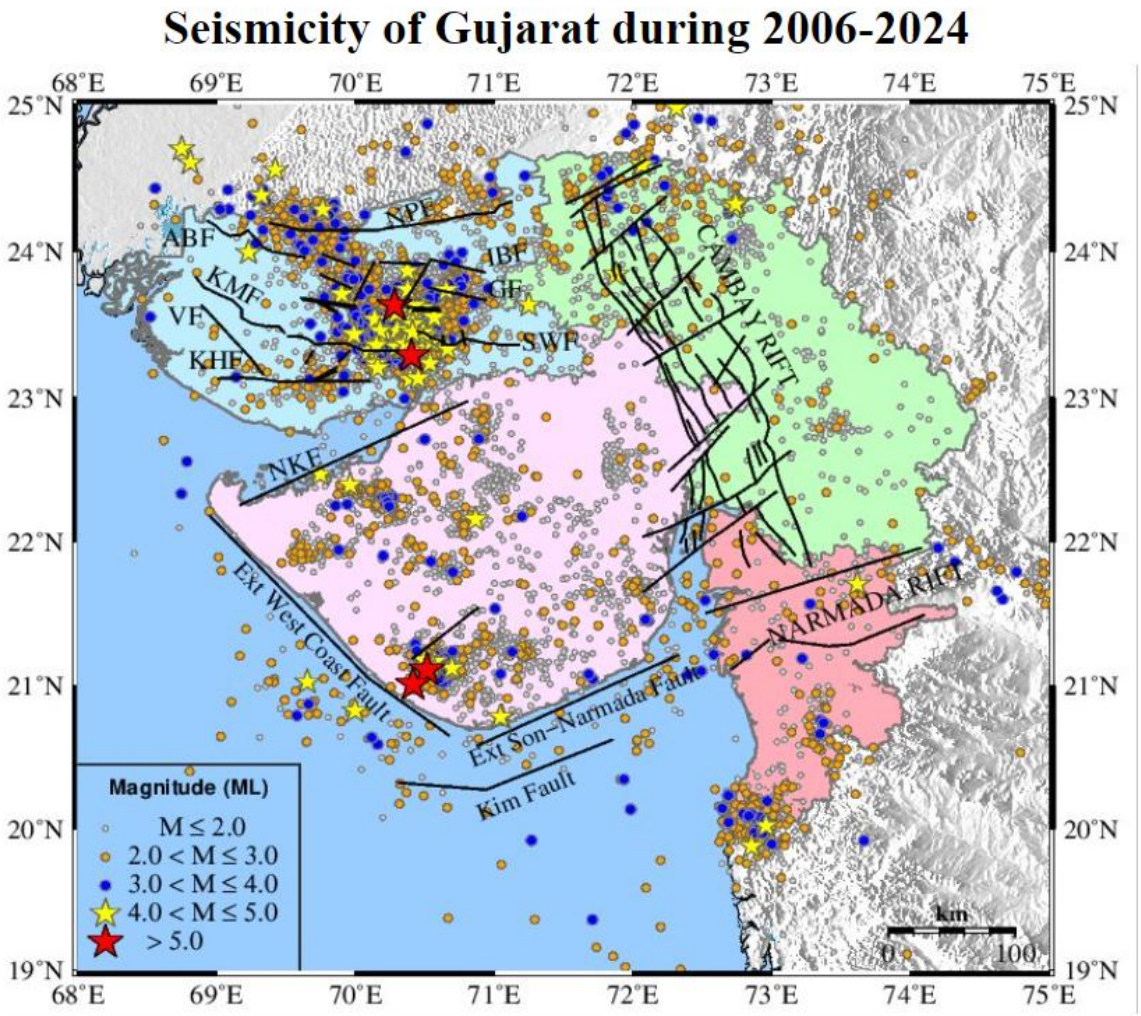
In case of breach of any EoI terms and conditions or deviation from specification other than already specified as mentioned above, the decision of the EoI issuing authority for disqualification will be accepted by us.

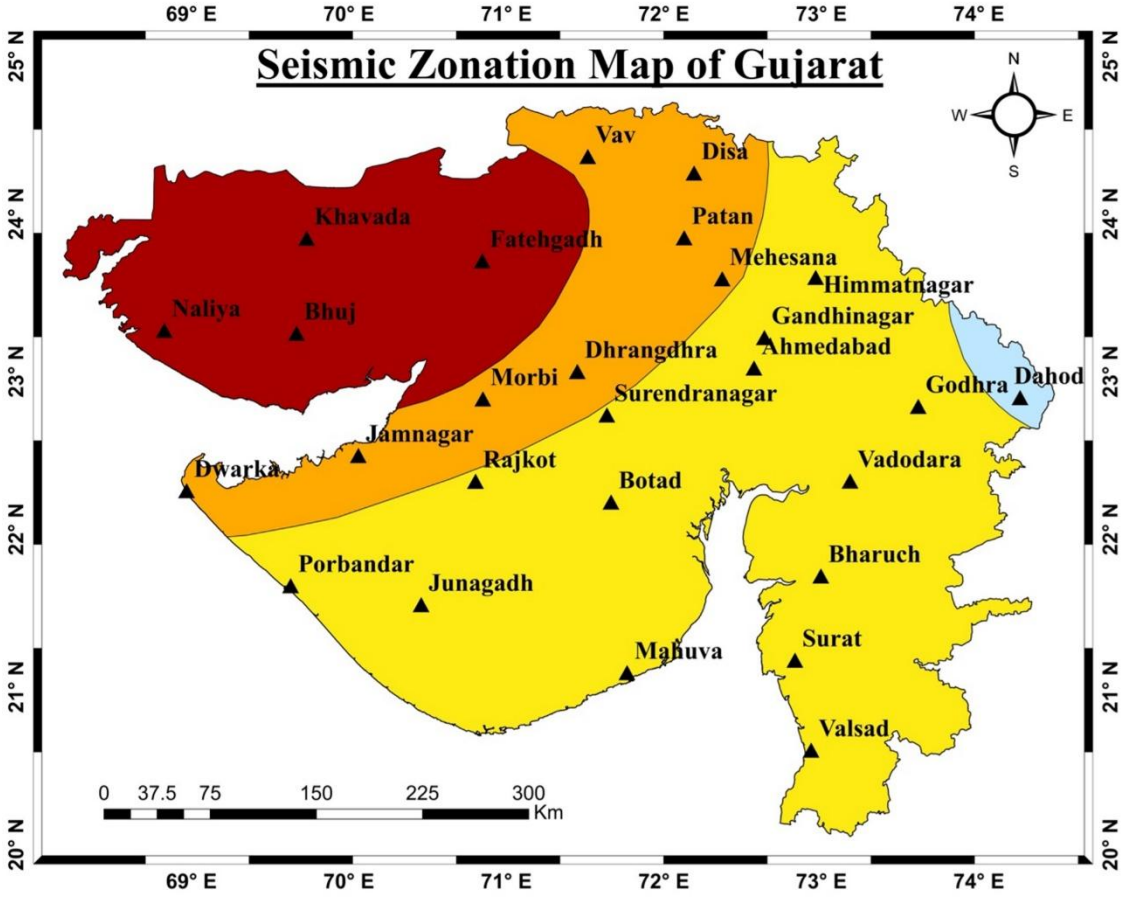
Whatever stated above is true and correct to the best of my/our knowledge and belief.

Date: Stamp & Sign of the Authorized Signatory
Place:

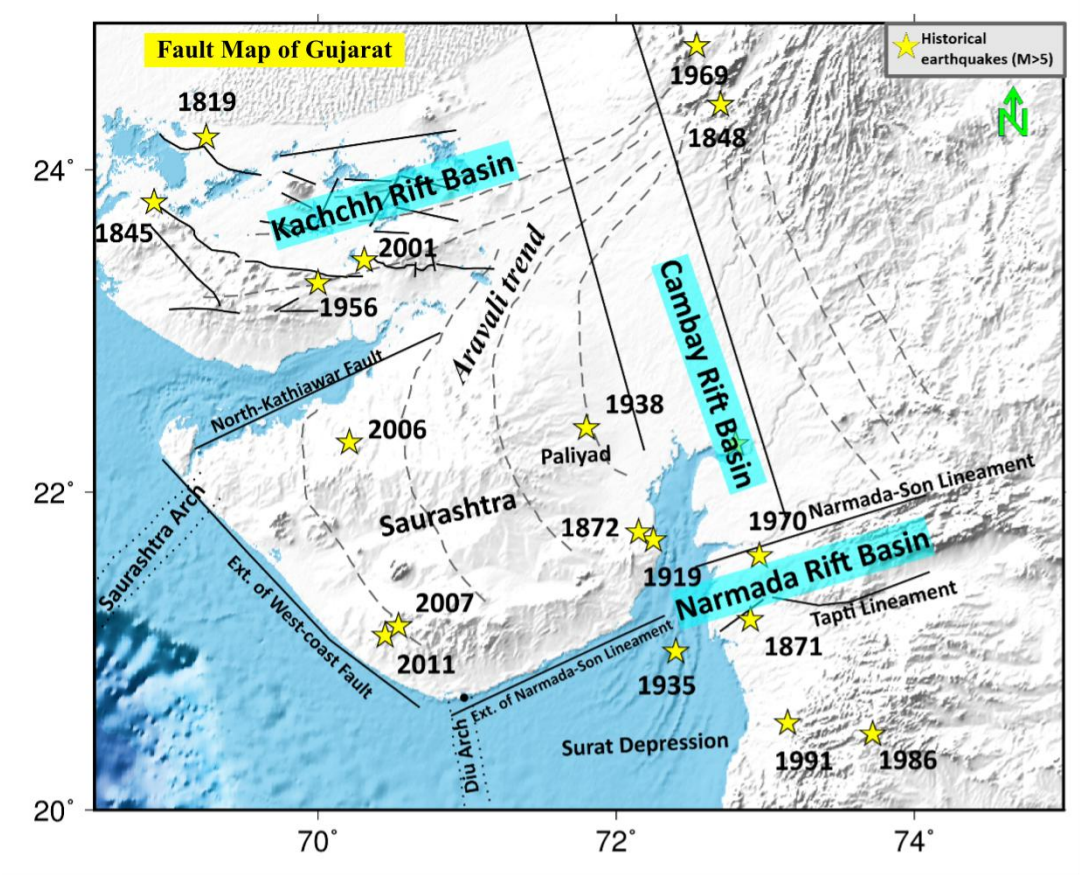
8 ANNEXURES

8.1 ANNEXURE 1: SEISMIC ZONE

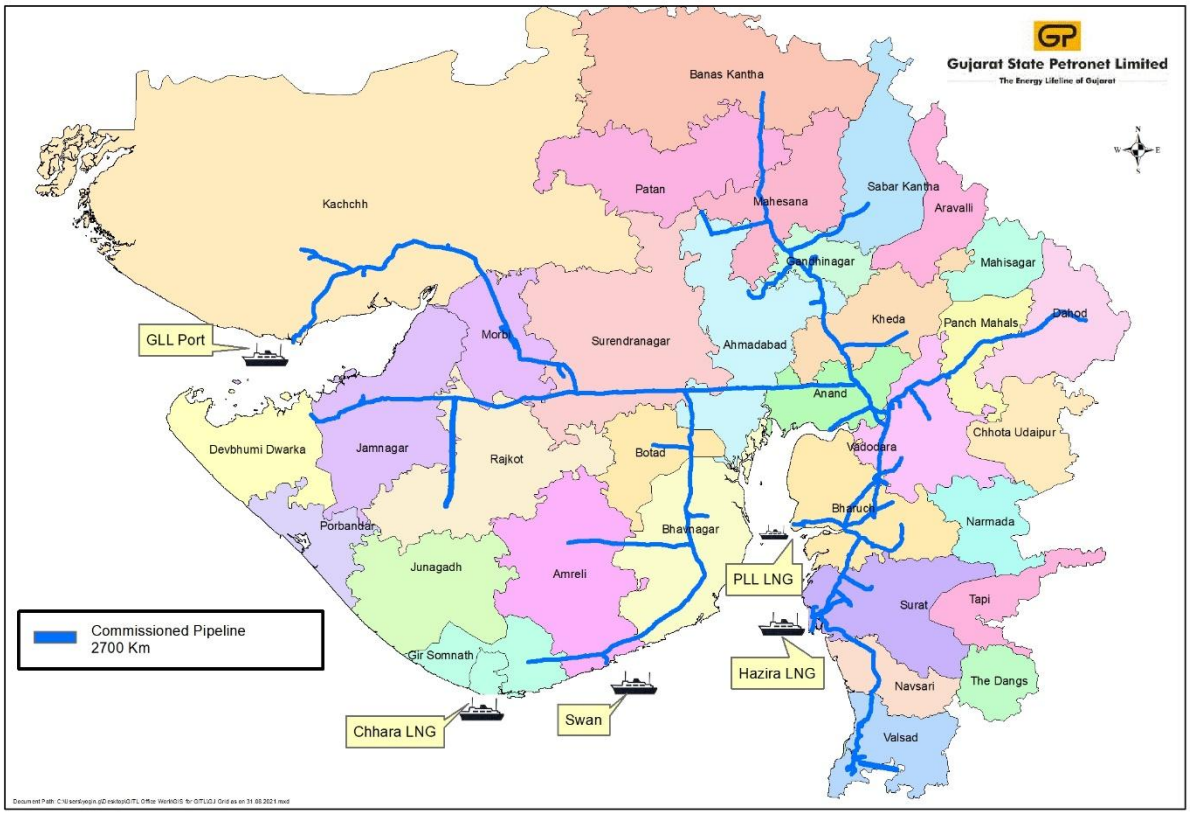




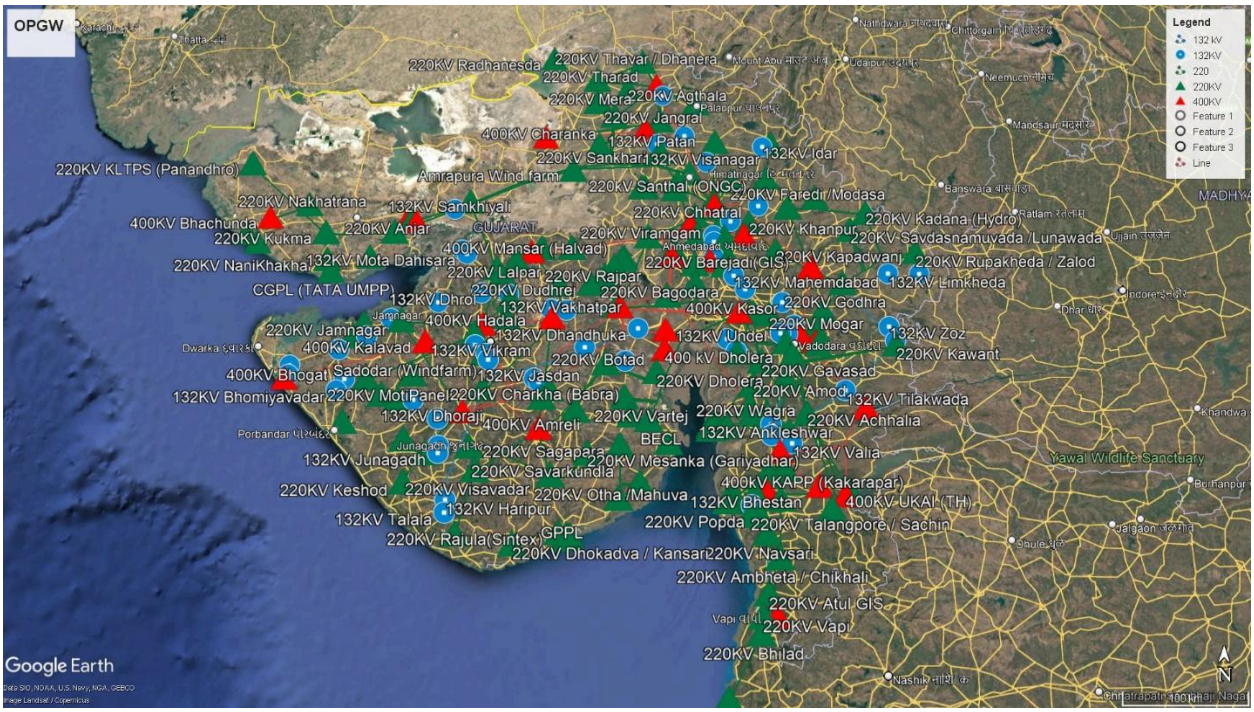
Legend	Maximum Expected Magnitude	Zone Factor (g)
Zone II	5	0.10
Zone III	6	0.16
Zone IV	7	0.24
Zone V	8	0.36


Fault Map of Gujarat
Historical earthquakes (M>5)
N
1819
1969
1848
1845
2001
1956
2006
1938
Paliyad
1872
1970
1919
1871
2007
2011
1935
1991
1986
Kachchh Rift Basin
Aravali trend
Cambay Rift Basin
Narmada Rift Basin
North-Kathiawar Fault
Saurashtra
Saurashtra Arch
Ext. of West-coast Fault
Narmada-Son Lineament
Tapti Lineament
Ext. of Narmada-Son Lineament
Diu Arch
Surat Depression
24°
22°
20°
70°
72°
74°

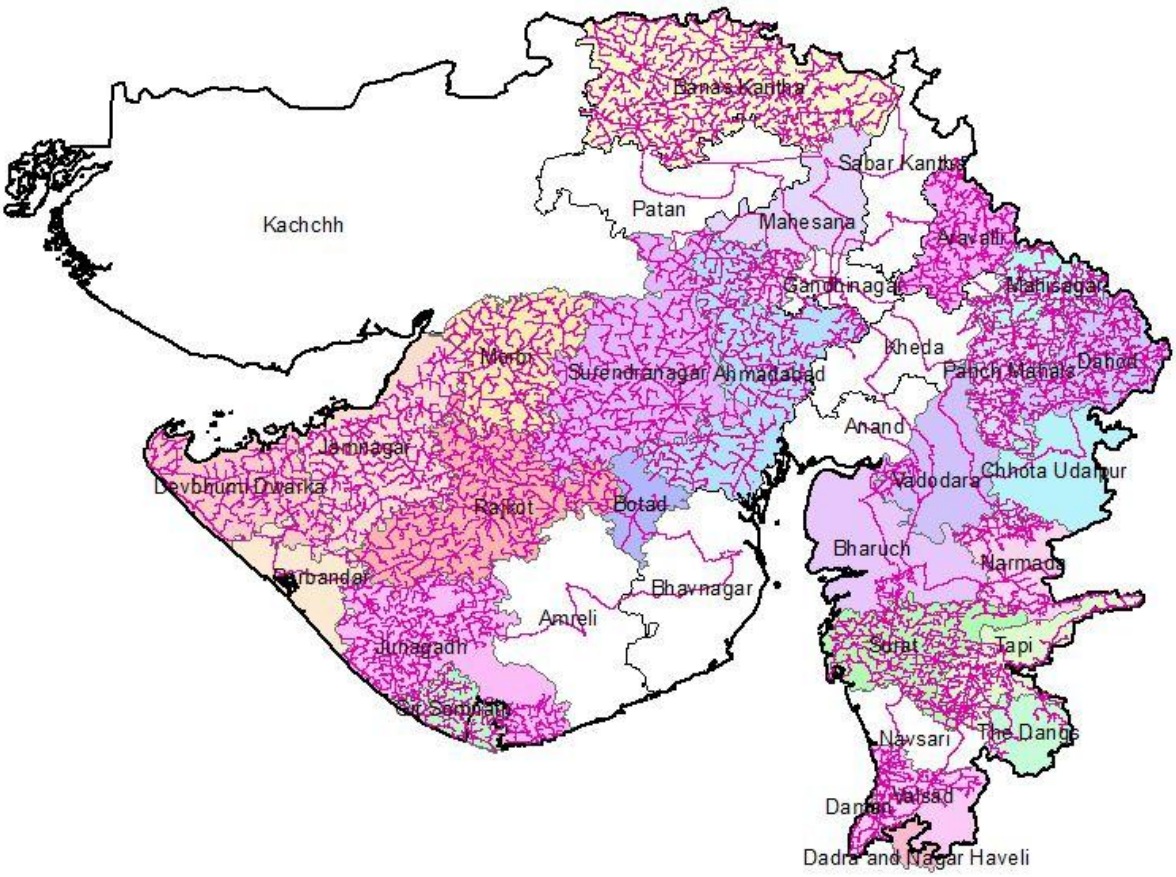
8.2 ANNEXURE 2: GUJARAT GAS PIPELINE MAP



8.3 ANNEXURE 3: OPGW CABLE ROUTE MAP



8.4 ANNEXURE 4: GFGNL CABLE ROUTE MAP



8.5 ANNEXURE 5: FOREST ECO-SENSITIVE MAP

Gujarat Wildlife Sanctuaries and National Parks

