

Expression of Interest Document For Transfer of Technology with Production know-how, Design know-how and Object/Source Code for offered products

No: C-DOT/EOI/TOT/2025-26/01

**Centre for Development of Telematics
Telecom Technology Centre of India**

**Delhi Office: C-DOT Campus, Mehrauli, New Delhi – 110030.
Bengaluru Office: Electronic city, Phase 1, Hosur Road, Bangalore – 560100.**

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1. Introduction

Centre for Development of Telematics (C-DOT), a Telecom R&D Centre of the Department of Telecommunications, Ministry of Communications, Govt. of India, has diverse product portfolio spanning a wide array of telecom technologies that includes switching & routing, optical communication, wireless and cellular communication, network security, M2M/IOT, Network Management System and other telecom software applications.

Centre for Development of Telematics (C-DOT), a leading research and development (R&D) organization in the telecom industry, invites Expressions of Interest (EOI) from reputed companies for the transfer of technology including production know-how, design know-how and object/source code for its pioneering telecom products on non-exclusive basis. These products, developed with cutting-edge technology, have the potential to revolutionize telecommunications.

This initiative is part of C-DOT's agenda to expand the reach and application of innovative technologies by partnering with capable and forward-looking organizations. C-DOT is evolving its ToT model with access to the production know how, design know how and object/source code to provide the much-needed flexibility to create customized solutions more quickly, meeting the customer needs in an agile manner and with greater autonomy at competitive price.

This document gives details about:

- Products offered for ToT
- The guidelines, terms and conditions for companies to submit their Expression of Interest
- Formats and forms required for the EOI Submission (Annexure A)

2. Scope of Technology Transfer

C-DOT is willing to transfer its technologies with object/source code of C-DOT developed software to eligible organizations, companies, and manufacturers for undertaking the Transfer of technology.

The transfer of technology for any offered product will include:

- Detailed production know-how and other documentation
- Detailed design know-how/hardware design and other documentation
- Object/Source code for all software components developed by C-DOT
- Guidance and support for setting up the technology
- Hands-on / Quick Tour of the chosen product
- One year support for object/source code of all software components developed by C-DOT
- Facilitation of licensing agreements with 3rd party software component suppliers

3. Eligibility Criteria

- In order to take the License of the technology for the offered products, the proposer shall fulfil the following criteria.

| S. No. | Pre-Qualification Criteria |
|--------|--|
| 1. | The proposer should be an established Limited company / Private Limited/ PSU Company, Partnership firm/LLP or an entity registered with either the Registrar of Firms / Registrar of Companies (as applicable in accordance with the laws of India), operating in India for at least 7 financial years as on date of application. The company should have prevalent presence in IT/ITES/Telcom business. The |

| | |
|----|--|
| | Licensee shall not be a foreign entity or any subsidiary of the foreign entity as per the laws of India. In case it is foreign company or any of its subsidiary, approval for the same shall be taken from the Government of India by C-DOT. |
| 2. | The proposer must have positive net worth in last three financial years. |
| 3. | The proposer should have an average annual turnover of at least INR 25 Crores over the last 3 years as per three financial statements. |
| 4. | The proposer should be having valid PAN and GST registration. |
| 5. | The proposer should not have been blacklisted / barred from business by any of the Central / State Government and its departments / PSUs / autonomous organizations for any time during the last three years as on date of application. |

[1] The eligibility documents submitted by the entities should be certified by a practicing Chartered Accountant.

4. Guidelines for preparation of response to this EoI

Applicants are requested to follow the below mentioned guidelines while preparing their responses to EOI:

- a) The EOI proposal should be sent through email to: tot_contact@cdot.in. Interested firms should forward their Expression of Interest including relevant documentation by email or hard copy by post on the above address.
- b) In case of submission by email, the EOI proposal along with the requisite documents will have to be submitted as a pdf file at the above-mentioned email id in the format given in Annexure – A (scanned in 100 dpi with black and white option), citing the name of the product of interest from the list of C-DOT offered products for ToT. Any EOI not found responsive to the details mentioned in this document may be rejected. C-DOT shall short-list the Organizations/Firms based on an assessment of the submitted information.
- c) Technical Presentation: Subsequent to the submission of EOI proposals, the Evaluation Committee of C-DOT may ask the intending partner to give a detailed technical presentation, covering the following points:
 - Types/Technologies of telecom products/solutions/technologies undertaken by the intending business partner.
 - Knowledge, skills, expertise of the staff of the company.
 - Certificates, Achievements, awards won, etc.
 - Capability and willingness of the proposing company for marketing, commercialization, deployment of the products/solutions for which TOT is sought.
 - Business Plan/methodology for deployment/commercialization of the products for which the ToT is sought.
 - Manufacturing capabilities (directly or through EMS partners) of the products being considered for ToT along with support system as per the customer requirements. If the licensee is not having its own EMS, NDA with that EMS partner shall be provided.
- d) Amendment to EoI Documents:

- At any time prior to the deadline for submission of proposals, C-DOT may at its own discretion modify the EOI document.
 - The amendments to the EOI documents, if any, will be notified by release of corrigendum notice on C-DOT website. The intending partner should take into account any corrigendum published on C-DOT website regarding the EOI document before submitting their proposals.
 - C-DOT at its discretion may extend the deadline for the submission of proposals in order to give prospective partner sufficient time to take into consideration the amendments while preparing their proposals.
- e) All cost and expenses associated with submission of EOI bids shall be borne by the proposer.
- f) C-DOT reserves the right to reject all or any EOI received without assigning any reason thereof. EOIs that are incomplete in any manner or those do not adhere to the prescribed format given as Annexure-A, may be liable for rejection and no further correspondence will be entertained with such proposers.
- g) During the evaluation process of the submitted EOI proposals, C-DOT may ask the concerned proposer to provide clarifications, if any, on its submitted EOI. The request for clarification, if any from C-DOT and the response from the proposer(s) shall be in writing. No clarification(s) at the initiative of the proposer shall be entertained post-submission of EOI proposals.

5. Evaluation and Selection

Criteria for shortlisting the firms for next stage evaluation, shall be based on the following:

- Compliance with C-DOT's ToT policy principles for technology transfer of products with design and object/source code.
- Prior work experience credentials.
- Project management capabilities, tie ups/agreements with OEMs for off-the-shelf products.
- Financial capability to commercialize and scale the technology.
- Technical expertise and infrastructure.
- Ability to provide a detailed business plan for the utilization and deployment of the chosen product/technology.
- Adherence to ethical and regulatory standards.

6. General Principles for Transfer of Technology

Subsequent to the evaluation and selection of the proposer, the ToT shall be made on a non-exclusive basis on the following terms and conditions as per the ToT policy of C-DOT:

- The License shall be issued to the Licensee after signing of a comprehensive Technology Transfer Agreement.

- There is a non-refundable upfront fee associated with ToT for each offered product. The ToT commercial model is Royalty-based which will be as per the percentages defined in the ToT Policy.
- The Licensee shall not license, sell, rent, lease, transfer, assign, distribute, display, host, outsource, disclose or otherwise commercially exploit or make the Licensed Software available to any Third Party unless mutually agreed.
- The Licensee shall not alter, modify, translate, reproduce or create derivative works out of the Licensed Software in any products or any part thereof, or assist Third Parties in doing so unless mutually agreed.
- C-DOT shall retain ownership of all patents, copyrights, trademarks, trade names, trade secrets and other Intellectual Property rights relating to, embodied by or incorporated in the Technology and associated Documentation.

7. Rejection Criteria

The proposal shall be rejected in case it is not submitted as per the requirements indicated in the EOI. For instance, if it is:

- Not in the prescribed format, or
- Not properly stamped and signed, or
- Received after the expiry of due date and time, or
- Not substantially responsive without any material deviation, or
- Any other reason C-DOT deems fit in association with non-compliance or malpractices.

8. Products & Solutions Offered for ToT

C-DOT is offering the transfer of technology with design and object/source code for the following products.

HARDWARE- SOFTWARE EMBEDDED PRODUCTS

- Routers and Switches
- GPON/XGSPON OLTs and ONTs
- DWDM (100G/200G)
- OTN Cross Connect
- WiFi 5/WiFi 6 Solutions
- C-DOT Set Top Boxes

SOFTWARE APPLICATION PRODUCTS

- Wayfinder (C-DOT's Navigation App)

The details of above products are available on C-DOT website “www.cdote.in”

ANNEXURE- A

EOI for ToT with Design & Object/Source Code

Cover Letter

Date:

To

Transfer of Technology Group
Centre for Development of Telematics (C-DOT)
C-DOT Campus, Electronics City, Phase-1,
Hosur Road, Bengaluru-560100

Subject: Submission of EOI for ToT with design and object/source code from C-DOT

Dear Sir,

Having read EOI document bearing the reference number **C-DOT/EOI/TOT/2025-26/01, dated _____** released by C-DOT, we, undersigned, hereby acknowledge the receipt of the same and propose to receive ToT for product offered naming _____ from C-DOT in conformity with the said EOI.

We undertake to abide by all the terms and conditions mentioned in the said EOI and intend to participate in the subsequent formalities.

We hereby declare that all the information and supporting documents furnished as a part of our response to the said EOI, are true to the best of our knowledge. We understand that in case any discrepancy is found in the information submitted by us, our EOI will be liable to be rejected.

Please find enclosed herewith the below listed documents, as required.

1. Authority Letter as per **Annexure - B**.
2. Organization Details, as follows:
 - General Details (**Annexure - C**)
 - Work Experience Credentials of Organization (**Annexure - D**)
 - Financial Strength of the Organization (**Annexure - E**)
3. Integrity certificate (**Annexure - F**)
4. Declaration for Non-Blacklisting by PSU/Govt agency in past 3 years (**Annexure - G**)
5. Concept note on business plan for the chosen product- A brief concept note on planning & execution, deployment, marketing etc. with timelines .
6. Clause by clause compliance of EOI with supporting documents, wherever asked in EOI

All the documents listed should have the company seal and signatures from Authorized signatory of the company.

Signature of the Competent Authority (with date)

(full name)

(designation)

Stamp

Annexure -B

Authority Letter

Reference: EOI No. C-DOT/EOI/TOT/2025-26/01, dated _____

Date:

To

Transfer of Technology Group
Centre for Development of Telematics (C-DOT)
C-DOT Campus, Electronics City, Phase-1,
Hosur Road, Bengaluru-560100

Dear Sir,

We, M/s _____ (Name of the firm) having registered office at _____ (address of the firm) herewith submit our proposal against the aforementioned EOI document.

Mr./Ms. _____ (Name and designation of the signatory), whose signature is appended below, is authorized to sign and submit the proposal documents on behalf of _____ (Name of the firm) against said EOI.

Specimen Signature: _____

The undersigned is authorized to issue such authorization on behalf of us.

For M/s _____ (Name of the firm)

Signature and company seal

Name

Designation

Email

Mobile No.

Annexure – C

General Details of Organization

Reference: EOI No. C-DOT/EOI/TOT/2025-26/01, dated _____

| Sr. No. | Information heading | Details |
|---------|--|---------|
| 1 | Name of Company/Firm (Please attach Certificate of Incorporation/Registration with Partnership Deed/Memorandum and Article of Association) | |
| 2 | Name, designation, e-mail and mobile number of contact person* in format given below | |
| 3. | Name, designation, e-mail and mobile number of Chairman/MD/CEO of the company | |
| 4 | Address of Head Office/Registered Office | |
| 5 | Details of Branch offices, Regional Offices, if any | |
| 6 | Total number of employees on roll | |
| 7 | Nature of Primary Business/Area of Expertise | |
| 8 | Details of telecom products, technologies or services (recently dealing with) | |
| 9 | List of Clients, presently engaged with (please attach a list) | |
| 10 | Names of Principal Manufacturer/OEM for which you are partner/Authorized Dealer | |
| 11 | Organizational Chart (please attach separate document) | |
| 12 | Awards won year-wise | |
| 13 | Any other relevant information (Quality assurance certificates, any certificate highlighting the capabilities of organization) | |
| 14 | Litigation and arbitration history in past 5 years (in brief) | |

| DETAILS OF POINT OF CONTACT & COMPANY | | | |
|---------------------------------------|--|-----------|--|
| First Name | | Last Name | |
| Designation | | | |
| Company Name | | | |
| Official Address for Correspondence | | | |
| | | | |
| | | | |
| Contact Number (Office Landline) | | | |
| Mobile Number | | | |
| Official Email ID | | | |
| GST No. (State wise) of Company/Firm | | | |
| PAN No. of Company/Firm | | | |

Annexure – D

Work Experience Credentials of Organization

Reference: EOI No. C-DOT/EOI/TOT/2025-26/01, dated _____

Experience of organization in implementation of solutions involving products/ solutions/ technologies, similar to C-DOT products offered for TOT

| Sr. No. | Description of assignments / projects during last Five (05) years [#] | Vertical / Area of Work | Sector Government / Private | Order Value in INR (enclose copy of each order) | Mention the name of Client/Organization (enclosed completion certificates) |
|---------|--|-------------------------|-----------------------------|---|--|
| 1. | | | | | |
| 2. | | | | | |

Decision of Evaluating Committee in ascertaining “similar nature” will be final.

* Attach work orders & certificates specifying “satisfactory completion” along with Reference Details on the applicant’s letter head with contact details for reference. (PO/Work orders from Central Govt./State Govt./PSUs/Municipal Corporations/other Govt. bodies in India would be given preferences)

Purchase orders placed on the Company/Firm within the past five years proving relevant experience in supplying Telecom Networking Solution matching to existing product portfolio of C-DOT, listed at Annexure -I. Response should clearly indicate the type of items and technical specifications, contract amount, quantities, and customers contact details as references may be sought.

Annexure – E

Financial Strength of the Organization

Reference: EOI No. C-DOT/EOI/TOT/2025-26/01, dated _____

| Financial Strength of the Organization | | | | | |
|---|----------------|------------------------------|----------------------------|----------------------------------|---|
| S.No. | Financial Year | Whether profitable Yes/No | Annual net profit (in INR) | Overall annual turnover (in INR) | Annual turnover from only Telecom Projects rendered in India (in INR) |
| 1. | 2023 – 24 | | | | |
| 2. | 2022 – 23 | | | | |
| 3. | 2021– 22 | | | | |
| <p>Note: Please enclose auditor’s certificate in support of your claim.</p> | | | | | |
| <p>Supported with</p> <ol style="list-style-type: none"> 1. Audited financial statements for the last three years (Consolidated Balance Sheet, Profit & Loss, and Cash Flow statements). 2. Proof of Credit Availability: A Letter from a Recognized Commercial Bank specifically stating credit availability of the company. 3. Copy of Income Tax Return for last 3 years. | | | | | |

Signature of the Applicant/Authorized Signatory

(Full name of the Applicant/Authorized Signatory)

Stamp & Date

Annexure-F

Integrity Certificate

(Undertaking On Company's Letter Head)

To, <Date>
Transfer of Technology Group
Centre for Development of Telematics (C-DOT)
C-DOT Campus, Electronics City, Phase-1,
Hosur Road, Bengaluru-560100

Subject: Integrity Certificate in connection with ToT Agreement for _____

I _____ s/o.....working at _____ M/s
_____ having Regd. Office at
_____, in the capacity of _____ <head of
organization>_____, hereby certify that no employee of C-DOT involved in this ToT
Agreement has any shareholding or financial interest/stake at our company/organization.

In case at any stage, it is found that the information given by me is false/ incorrect, C-DoT shall have
the absolute right to take any action as deemed fit/without any prior intimation to me.

In case at any stage, it is found that the information given by me requires any update, the same shall
be informed without delay.

Sincerely,

Head of Organization/Authorized Rep.
ToT Partner

Annexure-G

NON- BLACKLISTING CERTIFICATE

Reference: EOI No. C-DOT/EOI/TOT/2025-26/01, dated _____

This is to notify you that our Firm/Company/Organization <provide Name of the Firm/Company/Organization> intends to submit a EOI proposal in response to the above referred EOI for TOT with design and object/source code for product naming _____ from C-DOT. In accordance with the above we declare that:

- a. We are not involved in any major litigation that may have an impact of affecting or compromising the terms of the collaboration as required under this EOI
- b. We are not blacklisted by any Central/ State Government/ agency of Central/ State Government of India or any other country in the world/ Public Sector Undertaking/ any Regulatory Authorities in India or any other country in the world for any kind of fraudulent activities.

Sincerely,

Signature

[on behalf of Name of the Company/Firm]

Name

Title