

**GOVERNMENT OF INDIA  
MINISTRY OF RAILWAYS  
RAILWAY BOARD**

**No.76/M(C)/137/31/Vol.IV/Part II**

**New Delhi, dated 11<sup>th</sup> December 2018**

**PCMEs,  
All Indian Railways**

**Sub: Installment of Fire and Smoke Detection system on coaches  
Ref: RDSO Specification No.RDSO/2008/CG-04(Rev-4)**

Railway Board has already communicated RSP sanction for procurement and installation of fire and smoke detection system on the AC coaches available on Zonal Railways and also for fire and smoke system for power car and pantry cars on Zonal Railways.

2. In this connection, apparently some of the Railways have allocated this work to the divisions who are floating works tender for the same. Representation from one of the firms has been received, as regard to the eligibility criteria being incorporated at the divisional tenders. (Copy enclosed). Technical criteria as specified in single similar work restricts the eligibility for only those firms who have installed such system on IR coaches.

3. On going through the RDSO specifications, it is observed that as specified in Clause 7.2, all Companies having a tie-up with the proven OEM at national/international level are eligible. The specification also very clearly mentions regarding the action to be taken for first time supply by such company to Indian Railways.

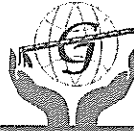
4. It is also seen that all PUs are procuring and installing this system through stores tenders including the supply and installation clause.

5. In view of the above, for works tenders all PCMEs are requested to define the single similar work carefully such that it is not restrictive in nature and is in line with RDSO Specification.

**Encl: One**



**(A.K. Agarwal)  
ADDL MEMBER/ME  
Railway Board**



## Girivar Global Solutions & Services LLP

(A True Marketing & Business Development Consulting Partner for Railways and Metros in India)

To,

Date: 6-December-2018

The Additional Member-Mechanical Engineering,  
Railway Board,  
Rail Bhavan, New Delhi.

**Subject:** Tender conditions in Fire and Smoke detection system tenders

Dear Sir,

Girivar Global Solutions and services LLP is product manufacturing and dealership company for various products in rolling stock. We are offering high quality aspirating type fire/smoke detection systems and water mist based suppression systems at reasonable cost in collaboration with Wagner GmbH, Germany which is in to this technology from last 30 years having installed more than 15000 such systems in rolling stock across world. Company has world class own manufacturing facilities for all important components of the system.

We want to bring to your kind attention that recently there have been three tenders published for installing fire and smoke detection systems in railway coaches.

S.No.	Tender No.	Division	Railway	Due date
1	NCR-M-ALD-FSDS-25-18	Allahabad	NCR	7-Dec-18
2	JHS M 18 12	Jhansi	NCR	10-Dec-18
3	96-Fire-Detection-Coaches	Bilaspur	SECR	10-Dec-18

Below are the conditions in tender that restrict the competition and are requested to be modified

1. Joint venture firms are not allowed to bid thus restricting financial and technical eligibility qualification for firms who want to have technical collaboration for this emerging technology.

**Modification requested:** Allowing joint venture firms to participate and also to consider work experience of OEM as valid in case of Indian representative participating in tender.

2. For technical eligibility criteria execution of similar work i.e installing and commissioning of fire /smoke detection systems is asked only for Indian Railways. Considering that this technology is new in India with very few players having any work executed already in Indian Railways this condition will restrict the eligibility for firms having vast experience of similar work in International railways which is also mentioned in RDSO specification RDSO/2008/CG-04(Rev-4) and can give better commercial offer.

**Modification requested:** Adding experience of similar work executed in any International Railways instead of only Indian Railways.

Your intervention in this matter will be highly appreciated which will help us to serve Indian railways better.

Your Sincerely

Anish Gupta( Chief Operating Officer)