



MCL

Ref. No. MCL/SBP/E&T/21/ 673

Date: 15.09.2021

To,
M/s Railtel Corporation of India Ltd.,
Chhatterjee International Centre
3rd and 16th Floor
33A Jawaharlal Nehru Road,
Kolkata - 700 071.

Kind Attention: Executive Director(ED), RCIL.

Sub: Regarding invocation of Price Fall Clause.

- Ref:** 1. **Award of Contract No. :** MCL/HQ/E&T/MPLS-VPN/20/247 dated: 13.03.2020
2. **Agreement No.** MCL/HQ/E&T/20/483 dated: 27.05.2020
3. Our Letter No. MCL/SBP/E&T/21/481 & 563 dated: 16.07.2021 & 07.08.2021
4. Your Letter No. RailTel/East/Mktg/MCL-MPLS-VPN/WFH/021 dated: 21.07.2021

Dear Sir,

Kindly refer to Clause No. 9 of Annexure iv: Commercial Terms and Conditions of the above referred work order which states that:

Quote

PRICE FALL CLAUSE: If the similar services are offered by M/s Railtel to any Government/ Semi-Government / PSU organization in India at a reduced rate during the contract period, the same shall be intimated by M/s Railtel to MCL and will become applicable for this contract. In the event of non-intimation by the seller to this effect, suitable penal action may be considered against them. The lower price shall apply when the period of execution of contract is concurrent and will be applicable for the services made during the concurrent period of two contracts.

Unquote

It may be noted that after the award of work to M/s RailTel in MCL, other subsidiaries of CIL have also awarded contract upon M/s RailTel as per directives received from Coal India Ltd. M/s RailTel has been awarded lower rates in SECL, CCL and WCL. So, as per the above clause, the lower rates shall be made applicable to MCL's work order. The details are as follows:

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Description of material	Total nos. of MPLS link	Monthly rental (Rs.) (excl. Tax)	Rate /link	Lower of the Rates Awarded in subsidiary (WCL, CCL) or other SECL,	Rate Applicable from [Date]
300 Mbps (1:1 uncompressed, unshared) MPLS VPN link under MNS (managed network service) including necessary hardware & software with integration to LAN/Server for DC and DRC	2	562500	506250		17.02.2021 [SECL WO]
100 Mbps (1:1 uncompressed, unshared) MPLS VPN link under MNS (managed network service) including necessary hardware & software with integration to LAN/Server for MCL HQ	1	450000	396446.09		09.01.2021 [WCL WO]
40 Mbps (1:1 uncompressed, unshared) MPLS VPN link under MNS (managed network service) including necessary hardware & software with integration to LAN/Server for ,Area Offices, Central Workshops, Central Stores and Central Hospitals.	15	213333.33	191999.7		09.01.2021 [WCL WO]
10 Mbps (1:1 uncompressed, unshared) MPLS VPN link under MNS (managed network service) including necessary hardware & software with integration to LAN/Server for ,Regional Stores, Regional Workshops, Project and equivalent locations.	21	95000	85500		09.01.2021 [WCL WO]
4 Mbps (1:1 uncompressed, unshared) MPLS-VPN link under MNS (managed network service) including necessary hardware & software with integration to LAN/Server/Computer of Smaller Projects, Stores and equivalent Locations.	12	50000	45000		09.01.2021 [WCL WO]
2 Mbps (1:1 uncompressed, unshared) MPLS-VPN link under MNS (managed network service) including necessary hardware & software with integration to Computers of weighbridges and equivalent locations.	233	35000	31500		09.01.2021 [WCL WO]

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