

EXPRESSION OF INTEREST

For recommending Cloud Technology best practices, benefits and alternative hosting / service delivery models for the Excise Department, CSMCL and CSBC

Office of Managing Director,
Chhattisgarh State Beverages Corporation (CSBC)

Issued by	Office of Managing Director, Chhattisgarh State Beverages Corporation (CSBC)
EoI Reference No.	CSBC/2026/10/EOI01
Date of Issue	15 th October 2026
Last Date of Submission	30th October 2026, till 16:00 IST
Date of Presentation	To be notified separately

ISSUED BY -



MANAGING DIRECTOR
CHHATTISGARH STATE BEVERAGE CORPORATION
AABKARI BHAVAN NEAR CHOKRA NALA, LABHANDI,
RAIPUR, CHHATTISGARH - 492001
RAIPUR, CHHATTISGARH

This EoI is exploratory and non-binding. It is not a tender, offer or commitment to procure. No financial bid is invited at this stage.

1. Invitation and Introduction

Chhattisgarh State Beverages Corporation (CSBC) invites Expressions of Interest from prospective Cloud Service Providers, Managed Service Providers, system integrators, technology OEMs and other competent entities to submit proposals on the best practices, benefits and feasible deployment models for using Cloud Technology, or any suitable alternative model, for the Chhattisgarh State Excise umbrella organizations comprising the Excise Department, Chhattisgarh State Marketing Corporation Limited (CSMCL) and CSBC.

The three organizations collectively support policy and regulation, wholesale procurement and distribution, and retail operations across the State. Their application landscape includes business applications, databases, integrations, portals, security services and supporting IT infrastructure. The organizations intend to examine how such workloads may be hosted, secured, managed, scaled and governed efficiently and effectively.

1A. Objectives

This EoI is intended to support informed decision-making before floating a formal RFP. Respondents are expected to present an objective assessment rather than a product-only pitch, and to identify the model that best balances service quality, security, control, scalability, interoperability, cost and operational sustainability.

1. Present current government/enterprise cloud best practices and their relevance to the Excise ecosystem.
2. Explain advantages, limitations, dependencies and risks of public cloud, government/community cloud, private cloud, hybrid cloud, colocation/managed hosting and other feasible models.
3. Recommend an appropriate target operating and governance model for the Excise Department, CSMCL and CSBC.
4. Provide inputs for future RFP architecture, scope, eligibility, evaluation, SLAs, security controls, migration, commercial structure and exit management.
5. Identify opportunities for cost optimization, portability, automation, monitoring, auditability and capacity scaling.

1B. Current Context

The existing environment includes applications and databases of the Excise Department, CSMCL and CSBC. The future arrangement is expected to support existing and future workloads through a secure, scalable, highly available and manageable environment, with data residency in India, robust audit trails, role-based access, monitoring, backup, disaster recovery, migration support and an orderly exit mechanism.



2. Eligibility Criteria

S. No.	Eligibility requirement	Documentary evidence
1	Where cloud services are proposed, the CSP should hold valid MeitY empanelment and the proposed services/data centres should meet applicable Government requirements.	Valid empanelment / certification details and proposed data-centre particulars.
2	The respondent should not be blacklisted/debarred by any Central/State Government department, PSU or Government agency as on the submission date.	Undertaking by authorized signatory. (Annexure- I)

3. Scope of Work for the EoI Response

The respondent shall study the stated context and submit a concise concept proposal covering the following:

A. Current-State Assessment Approach: Method for inventorying applications, databases, infrastructure, integrations, licenses, utilization, dependencies, data classification, security posture, RPO/RTO and migration constraints.

B. Options and Comparative Assessment: Comparison of feasible models including public/government/community/private/hybrid cloud, managed hosting, colocation and any alternative model. Compare suitability, benefits, limitations, control, time-to-deploy, scalability, portability, resilience and total cost considerations.

C. Recommended Target Architecture: High-level architecture covering compute, storage, database, network segmentation, connectivity, DC/DR, availability, backup, monitoring, security zones, IAM/MFA, logging/SIEM, WAF, DDoS protection and integration requirements.

D. Migration and Transition Strategy: Discovery, landing zone, pilot/wave plan, application/database/data migration, testing, cutover, rollback, coexistence, stabilization, knowledge transfer and transition governance.

E. Security, Compliance and Data Governance: Data residency in India; ownership and control of data; encryption; key management; privileged access; audit trails; vulnerability management; incident response; secure backup; retention; regulatory alignment and cyber-security compliance.

F. Managed Services and Operating Model: 24x7 monitoring/support, service desk, incident/problem/change/configuration management, patching, capacity management, DBA/OS/network/security operations, dashboards, MIS, SLA measurement and governance reviews.



G. Cost and Commercial Approach: Indicative cost drivers and comparative TCO framework, including one-time migration/setup, recurring infrastructure, licenses, managed services, connectivity, security, backup/DR, support and exit costs. No binding financial bid is required.

H. Portability and Exit Management: Avoidance of vendor lock-in, use of standard formats/APIs, export of VMs/data/configurations/logs, transition assistance, secure deletion and continuity during change of service provider.

4. Response Format and Submission

- A. The response should be crisp, evidence-based and preferably limited to 20 pages excluding annexures, in the form of a presentation (PPT). The response should cover all the aspects given in the Scope of Work Section.
- B. The presentation should be submitted via email to csbc.cg@gov.in
- C. The date, time and venue for the presentation shall be notified separately after submission of the PPT.
- D. Respondents may submit their queries to the Single Point of Contact (SPOC) at CSBCL via email at csbc.cg@gov.in.

5. Rights and Disclaimer

- A. CSBC is not bound to proceed with RFP or procurement as a result of this EoI.
- B. Receipt of an EoI response shall not confer any preferential right in a future tender.
- C. CSBC may use inputs received for policy, planning, approvals and preparation of procurement documents, subject to applicable confidentiality and legal requirements.
- D. Respondents shall clearly mark any proprietary information. General solution concepts and recommendations may be used for the stated purpose of this EoI.
- E. Any future procurement shall be governed exclusively by the terms of the separately issued RFP/bid document.
- F. Respondents must disclose any potential conflict of interest (commercial, legal, or operational) that could impair their objectivity in providing recommendations for the Excise Department, CSMCL, and CSBC.
- G. The respondent shall keep strictly confidential all information relating to CSMCL, CSBC and the Chhattisgarh Excise Department and shall not use, copy, share or disclose such information in any form or for any purpose without prior written approval. This obligation shall continue even after completion of the EoI process.
- H. This EoI and all administrative processes arising from it shall be governed by the laws of India, and the courts at Raipur, Chhattisgarh, shall have exclusive jurisdiction over any disputes.



ANNEXURE I

UNDERTAKING REGARDING NON-BLACKLISTING / NON-DEBARMENT

(Eligibility Criterion No. 2 – to be furnished on the respondent's letterhead)

To,
The Managing Director,
Chhattisgarh State Beverages Corporation (CSBC),
Raipur, Chhattisgarh

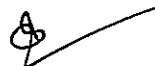
EoI Reference No.: _____ Date: _____

Subject: Undertaking that the respondent is not blacklisted / debarred – Expression of Interest for recommending Cloud Technology best practices, benefits and alternative hosting / service delivery models for the Excise Department, CSMCL and CSBC

Sir / Madam,

I / We, the undersigned, being the authorized signatory of M/s _____ (name of the respondent), having its registered office at _____, hereby submit this undertaking in response to the above-referred Expression of Interest (EoI) and solemnly declare and undertake as follows:

1. That M/s _____ (the respondent) has **not been blacklisted or debarred** by any Central Government or State Government department, Public Sector Undertaking (PSU), statutory body or other Government agency in India, as on the date of submission of this EoI response.
2. That no order of blacklisting, debarment, suspension or banning from participation in tenders / empanelment is in force against the respondent, or against any of its Directors, Partners or Proprietor in that capacity, as on the date of submission.
3. That the respondent has not been declared ineligible for corrupt, fraudulent or unethical practices, or for breach of contract, by any Central / State Government department, PSU or Government agency.
4. That, to the best of my / our knowledge, no proceedings are pending against the respondent that may result in blacklisting or debarment as stated above.
5. That the respondent shall **immediately inform CSBC in writing** if it is blacklisted or debarred, or if any such proceeding is initiated against it, at any time after submission of this EoI response.



6. That the information furnished in this undertaking is true, correct and complete. I / We understand that if any statement herein is found to be false or incorrect, CSBC shall be entitled to reject the EoI response and to take such action as may be permissible under the applicable laws, including disqualification from participation in any future RFP / tender arising out of this EoI.

Yours faithfully,

For M/s -

Signature of Authorized Signatory:

Name:

Designation:

Date:

Place:

Mobile / Email:

Company Seal / Stamp