

Andhra Pradesh Industrial Infrastructure Corporation Limited
(A Govt. of Andhra Pradesh Undertaking)



EXPRESSION OF INTEREST (Eoi)

**For Engagement of System Integrator / Technology
Partner for Assessment of Existing Oracle ERP &
Recommendation of Approach / Suitable
Technology for a comprehensive IT Solution for
APIIC**

January 2026

Andhra Pradesh Industrial Infrastructure Corporation Limited (APIIC)

9th, 10th & 11th floor, APIIC Towers, Plot No-1, IT Park, Mangalagiri, Guntur (Dist.), AP-522503

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for Assessment of Existing Oracle ERP & Recommendation of Approach / Suitable Technology
for a comprehensive IT Solution for APIIC***

1. DISCLAIMER

The information in this document has been prepared to assist the Applicants in preparing the non-binding EOI and it is clarified that:

- a) It is not an agreement and is neither an offer nor invitation by APIIC to the prospective applicants or any other person.
- b) This document does not and does not purport to contain all the information that interested Applicants, and their advisors would desire or require.
- c) This document may not be appropriate for all persons, and it is not possible for APIIC, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this document. The assumptions, assessments, statements and information contained in this document, may not be complete, accurate, adequate or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this document and obtain independent advice from appropriate sources.
- d) Information provided in this document to the Applicants 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. APIIC accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.
- e) APIIC, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Applicant 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 document or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of this document and any assessment, assumption, statement or information contained therein or deemed to form part of this document or arising in any way in the EOI process.
- f) APIIC also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this document. APIIC may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this document.
- g) APIIC is not bound to accept any or all the EOIs. APIIC reserves the right to reject any or all EOIs without assigning any reasons. No Applicant shall have any cause of action or claim against APIIC or its officers, employees, advisors, agents, successors, or assignees for rejection of the EOI. APIIC shall be entitled to invite proposals from entities other than the Applicants who have submitted EOI.
- h) Failure to provide information that is essential to evaluate the Applicant's qualifications or substantiation of the information supplied, shall result in disqualification of the Applicant from the EOI process.

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- i) It shall not be assumed that there shall be no deviation or change in any of the herein mentioned information. While this document has been prepared in good faith, neither APIIC nor any of their respective officers or employees or advisors or agents make any representation or warranty or shall have any responsibility or liability whatsoever in respect of any statements or omissions here from. Any liability is accordingly expressly disclaimed by APIIC or any of their respective officers, employees, advisors, or agents, whether negligent or otherwise.
- j) The Applicant shall bear all its costs associated with or relating to the preparation and submission of its EoI including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by APIIC or any other costs incurred in connection with or relating to its EoI. All such costs and expenses will remain with the Applicant and APIIC shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Applicant in preparation or submission of the EoI, regardless of the conduct or outcome of the EoI Process.

2. BACKGROUND

2.1 About Andhra Pradesh Industrial Infrastructure Corporation

2.1.1 The Andhra Pradesh Industrial Infrastructure Corporation Limited (the “**Authority**” or “**APIIC**”) is a wholly owned Corporation of the Government of Andhra Pradesh responsible for development of Industrial Infrastructure including Industrial Parks, sheds in the state. Since its inception in 1973, the Corporation has developed a total of 636 Industrial Estates.

2.1.2 Following are some of the key functions of APIIC:

- **Land Acquisition and Management:** APIIC identifies, acquires, and manages land for industrial use.
- **Infrastructure Development:** The corporation provides essential utilities within industrial zones, including internal roads, drainage systems, street lighting, power, and water supply. It also establishes common facilities such as effluent treatment plants (CETP) and storage disposal facilities.
- **Development of Specialized Industrial Zones:** APIIC creates sector-specific clusters and parks, including:
 - Special Economic Zones (SEZs) for export promotion.
 - Sectoral Parks for pharmaceuticals, textiles, electronics, and food processing.
 - Mega Industrial Hubs such as the Kopparthi Mega Industrial Hub and nodes along the Visakhapatnam–Chennai (VCIC) and Chennai–Bengaluru (CBIC) industrial corridors.
- **Investor Facilitation (Single Window Support):** Acting as a facilitator, APIIC assists entrepreneurs in obtaining required approvals and clearances through a unified single-window desk.
- **Industrial Area Local Authority (IALA):** In notified industrial areas, APIIC exercises the powers of a local body. This includes collecting property taxes and maintaining civic services through Industrial Area Service Societies.

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- **Support for MSMEs and Targeted Groups:** The Corporation provides dedicated infrastructure for Micro, Small, and Medium Enterprises (MSMEs) and implements state schemes like YSR Jagananna Badugu Vikasam, which offers land cost rebates for SC/ST/BC-women entrepreneurs.
- **Public-Private Partnerships (PPP):** APIIC collaborates with private entities for the end-to-end development, operation, and maintenance of industrial parks under various models, including "Plug-and-Play" infrastructure

2.1.3 APIIC has been operating an ERP system (Oracle) platform since 2008. Over the years, various modules such as Lands, Asset Management, Finance and HRMS were implemented and maintained by different vendors. Subsequently, the Corporation undertook re-implementation of ERP with upgradation in Oracle version, enhanced features and additional modules such as Lands (New technology), Engineering and Legal. However, the ERP re-implementation project is presently at different stages of completion, with certain modules partially implemented, some deployed in UAT/Production, and several functional, technical and integration gaps remaining unresolved.

2.1.4 Functional Modules of APIIC (Indicative):

- **Financial Management & Controlling:** General Ledger, Journal Registers, Accounts Payables, Accounts Receivables, Cash and Bank Management, Subsidiary ledgers, Budgeting, commitments, grants (if any), Fixed Assets, Project Accounting and Costing, Inventory Management and Statutory Compliance & Reports (GST, TDS, etc.).
- **Land Management:** Land bank registry, land parcel/plot lifecycle (acquisition, survey, allotment, lease/sale), awards, possessions, encumbrance tracking, valuation, demand notes, collections and integration with spatial data/ GIS.
- **Land Rate Management:** Land parcels, phase wise development, land rate fixation, rate revisions, annual general revision and historical rate tracking.
- **Customer/Entrepreneur Portal:** Online applications for Lease/ ORS of plots/sheds, rental applications, water connection application, document upload, status tracking, online payments, grievance handling and integration with single-window services.
- **Asset Management:** Evaluation and processing of application, Scheduling and processing of SLSC and SLAC, Minutes work flow, communication to applicants, allotment generation, issuance of allotment letters and agreements/ deeds, demand generation, collections, Project Monitoring, EOT, Changes in allotment, interest calculation, Service Requests, NOCs, PMIC management, cancellations and refunds.
- **Rent/Lease Management:** Lease / Rental Agreements, rent schedules, escalations, renewals, NOCs, terminations, arrears tracking and collections.
- **Procurement & Contracts:** vendor master management, e-tender interface (as applicable), purchase orders, work orders, contractor billing, milestone tracking, contract variations/claims and amendments.
- **Engineering Project & Works Management (Civil/Infrastructure):** IP Layouts, EC status, D-Code, DPRs, estimates, BOQs, administrative sanctions, technical sanctions, agreements, measurement book recording and management, progress monitoring, site diaries, material management, quality management systems (QMS), extension of time (EOT), price escalation, time–cost–scope dashboards and Supplement items.

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- **Human Resource & Payroll:** Personnel master, attendance and leave management, service registers, payroll processing, statutory deductions, performance workflows, recruitment, Increments, transfers, promotions committee work flow, promotions, roster based seniority management and retirement processing.
- **Legal Management:** Court cases, arbitrations, para wise remarks, hearings, schedules, status monitoring, alerts and triggers and legal document management.
- **Compliance & Audit:** Configurable workflows, audit trails/ logs, document management, compliance monitoring and RTI-supporting retrievals mechanisms.
- **Analytics & Reporting:** Role-based dashboards, KPIs, Grievance Redressal and integration with Business Intelligence (BI) tools.

The functional modules listed below are indicative and represent the broad business requirements of APIIC. The final module structure, functionality and coverage shall be finalized at the RFP stage based on detailed assessment and recommended solution architecture.

3. PURPOSE OF THE EOI

Andhra Pradesh Industrial Infrastructure Corporation Limited (APIIC), a Government of Andhra Pradesh Undertaking, invites Expression of Interest (Eoi) from reputed and experienced System Integrators / Technology Solution Providers for assessing the present stage of implementation of the existing Oracle ERP system, which is at various stages of completion, and for recommending an appropriate approach for completion and stabilization of the existing ERP System or alternatively recommending a suitable technology for implementation, including Non-Oracle Platforms, such as open-source ERP, bespoke/custom-built applications, or SaaS/COTS-based ERP solutions, to meet the long-term functional, operational and strategic requirements of the Corporation.

4. OBJECTIVES

- Assessing the current status of ERP Re-implementation
- Evaluating suitability of the existing Oracle ERP platform
- Recommending alternative ERP technologies such as open-source ERP, bespoke/custom-built applications, or SaaS/COTS-based ERP solutions for APIIC Business Processes
- Having in place a Comprehensive and Stable IT solution covering all APIIC Business Processes

5. EOI SUBMISSION DEADLINES

S. No.	Event	Date
1	Eoi publishing date on APIIC website	14/01/2026
2	Eoi response to be submitted to	cgm-mis@apiic.in
3	Last date of submission of Eoi response	04/02/2026 3:00 PM
4	Opening of EOI Responses	04/02/2026 5:00 PM

Note: APIIC reserves the right to amend the document for Eoi, tentative schedule and critical dates. It is the sole responsibility of prospective Eoi respondent to go through APIIC Website (www.apiic.in) from time to time for any updated information

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EoIs received after the stipulated date and time shall not be considered. APIIC reserves the right to extend the last date for submission by issuing suitable corrigendum, if deemed necessary.

6. HIGH LEVEL INDICATIVE SCOPE OF WORK

The scope of work shall broadly include, but not be limited to, the following:

- a) Assessment of Present Stage of Implementation
 - Detailed study of existing ERP modules, customizations, UAT and production environments
 - Review of pending functionalities, unresolved bugs, data migration status and integrations with internal modules and external statutory systems such as CFMS, GST, OBPMS, etc.
- b) Technology Assessment and Recommendation
 - Assessment of the suitability of continuing with Oracle ERP
 - Recommendation of alternative ERP technologies/platforms like open-source ERP, bespoke/custom-built applications, or SaaS/COTS-based ERP solutions duly indicating their comparative advantages, risks and costs
- c) Approach for Stabilization of ERP / New comprehensive solution with alternative technologies
 - Approach for Stabilization of deployed modules and performance optimization
 - Approach for Completion of balance modules and functionalities in ERP Project

(or)

Development of new comprehensive solution covering all APIIC Business Processes in alternative technologies like open-source ERP, bespoke/custom-built applications, or SaaS/COTS-based ERP solutions along with maintenance of existing system till completion of the new ERP.
- d) Integration

Integration with internal modules and external statutory systems such as CFMS, GST, OBPMS etc.,
- e) Support and Maintenance
 - Post Go-Live support, enhancements, upgrades and knowledge transfer

7. ELIGIBILITY CRITERIA

- **Legal Status:** The applicant shall be a company incorporated under the Companies Act, 1956 / 2013 or a Limited Liability Partnership (LLP) registered in India under LLP Act, 2008. The EoI shall be submitted by a Single legal entity. Consortium/ Joint Venture responses are not permitted at the EoI stage.

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- **Technology Capability:** The applicant should possess demonstrated capability in Oracle ERP and/or alternative ERP platforms (such as open-source, COTS or SaaS-based ERP solutions).
- **Experience:** The applicant should have a minimum of 5 (Five) years of experience in implementation and support of Enterprise Resource Planning (ERP) systems / bespoke/custom-built applications, or SaaS/COTS-based ERP solutions in India.
- **Relevant ERP Experience:** The applicant should have experience in assessment / implementation / re-implementation / stabilization of ERP systems for Government Departments / PSUs / Large Organizations.
- **ERP Takeover / Stabilization Experience (Desirable):** Experience in handling partially implemented, delayed or mid-stream ERP projects shall be an added advantage.
- **Resource Strength:** The applicant should have adequate functional and technical manpower with expertise in Finance, HRMS, Asset Management, Engineering and related ERP modules.
- **Financial Standing:** The applicant's net worth must be positive for each of the last three financial years and should not have been blacklisted by any Government / PSU organization.

The above eligibility criteria are indicative in nature. Detailed eligibility conditions shall be prescribed in the subsequent Request for Proposal (RFP).

At the EoI stage, the applicants are required to submit only basic information and self-declarations. Detailed documentary evidence such as financial statements, net worth certificates, copies of agreements, work orders, completion certificates, blacklisting certificates, etc., shall be sought only from the shortlisted firms at the Request for Proposal (RFP) stage.

8. EVALUATION METHODOLOGY

EoI responses shall be evaluated on qualitative criteria including organizational strength, relevant ERP experience, experience in ERP takeover/stabilization projects/ experience in alternative technologies being proposed along with the technical capability and understanding of APIIC requirements.

Shortlisted firms shall be invited for a detailed RFP.

9. PRE-BID MEETING/ CLARIFICATIONS

APIIC may, if required, conduct a pre-bid meeting / interaction with interested firms to clarify the scope, objectives and expectations under this EoI. Queries, if any, shall be submitted within the time and manner specified by APIIC.

10. RIGHT TO MODIFY/ CANCEL EOI

APIIC reserves the right to amend, modify or cancel this EoI, wholly or partly, at any stage without assigning any reason and without incurring any liability to the applicants.

11. NO COMMITMENT CLAUSE

Submission of EoI does not guarantee shortlisting or award of any work. This EoI is only for the purpose of collecting information and understanding market capabilities.

12. SHORTLISTING & NEXT STAGE DISCLAIMER

Based on the evaluation of EoI responses, APIIC may shortlist eligible firms and invite them to participate in the subsequent Request for Proposal (RFP) stage. APIIC reserves the right to shortlist one or more firms or reject all EoIs.

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13. CONFIDENTIALITY

All information provided by APIIC under this EoI shall be treated as confidential by the applicants and shall not be disclosed to any third party without prior written consent of APIIC.

14. NO FINANCIAL COMMITMENT AT EOI STAGE

Submission of Expression of Interest (EoI) does not entitle the applicant to any payment, reimbursement or compensation of any kind. No financial commitment shall arise on APIIC at the EoI stage. Any financial obligations, if at all, shall arise only pursuant to issuance of a detailed Request for Proposal (RFP), selection of successful bidder and execution of a formal agreement.

15. CONTACT PERSON

For any clarification regarding this EoI, the applicants may contact the following officer during office hours:

Name of the Official	: Smt. K Indira Devi
Designation	: Chief General Manager (MIS)
Official Email ID	: cgm-mis@apiic.in
Contact No.	: 0863 – 2381850 (Ext. 305)

16. EOI SUBMISSION FORMS

- Form – 1 : Covering letter with correspondence details
- Form – 2 : Details of the Applicant

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17. FORMS

Form – 1 : Covering letter

17.1 Form-1: Covering Letter with Correspondence Details

(On Letterhead)

Date: DD/MM/YYYY

To

The Vice Chairman & Managing Director,
Andhra Pradesh Industrial Infrastructure Corporation Limited,
11th floor, APIIC Towers, CFC Plot No-1, IT Park,
Mangalagiri, Guntur (Dist.), AP – 522 503.

Sub: Expression of Interest for ERP Assessment and Technology Recommendation for APIIC

Dear Sir,

We are pleased to submit our Expression of Interest (Eol) through email to cgm-mis@apiic.in with the subject line “Expression of Interest for ERP Assessment and Technology Recommendation for APIIC”, in response to APIIC’s invitation for engagement of a System Integrator / Technology Partner for assessment of the existing ERP system, recommendation of suitable ERP technology, and support for completion and stabilization.

Our correspondence details regarding this Eol are as below:

S. No.	Particulars	Details
1	Name of the Company/ Firm	
2	Address of the Company/ Firm	
3	Name, designation and contact, address of the person to whom, all references shall be made, regarding this Eol.	
4	Telephone number of the Contact Person	
5	Mobile number of the Contact Person	
6	Email ID of the Contact Person	
7	Corporate website URL	

We confirm that we have reviewed the Eol document and understood the scope, objectives and conditions therein. The information provided in our submission is true and accurate to the best of our knowledge.

We acknowledge that this Eol is intended solely for shortlisting purposes and does not constitute any commitment on the part of APIIC. We also understand that detailed eligibility criteria, scope of work and commercial terms shall be defined at the Request for Proposal (RFP) stage.

We further declare that our organization has not been blacklisted or debarred by any Government or Public Sector Undertaking as on the date of submission of this Eol.

Thank you for providing us with the opportunity to submit our Expression of Interest. We look forward to further engagement with APIIC.

Yours sincerely,

(Name, Signature)

Address of Communication:

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17.2 Form-2: Details of Applicant

(On Letterhead)

S. No.	Particulars	Details
1	Name and address of the Company/ Firm	
2	Incorporation status of the firm (public limited / private limited, etc.)	
3	Year of Establishment	
4	Date of registration	
5	Details of company registration	
6	Details of registration with appropriate authorities for GST	
7	Name, Address, email, Phone nos. and Mobile Number of Contact Person	

[Company Name with seal]

Name:

Title:

Signature:

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