



# टेलीकम्युनिकेशन्स कंसलटेंट्स इंडिया लिमिटेड

(भारत सरकार का उद्यम)

## Telecommunications Consultants India Limited

(A Government of India Enterprise)



प्रभाग  
DIVISION

टी. सी. आई. एल. भवन, ग्रेटर कैलश-1  
नई दिल्ली-110048

TCIL Bhawan, Greater Kailash-I,  
New Delhi-110048

CIN : U74999DL1978GOI008911

No: TCIL/ITIV/350/2025/1

Dated: 14<sup>th</sup> Jan '26

To

**Shri Trideeb Roy**

Managing Director, Public Sector

Cisco India & SAARC

East Tower, Birla House, 25, Barakhamba Road, New Delhi - 110001

### ORDER FOR BANNING / BLACKLISTING

**Subject:** Blacklisting of Cisco Systems (India) Private Limited for a period of two (2) years for breach of assurances, adoption of unfair, illegal and monopolistic practices, and acts prejudicial to transparency and fairness in Government procurement to gain unfair business advantage and curtail competition

#### WHEREAS

1. Telecommunications Consultants India Limited (TCIL), a Central Public Sector Undertaking under the administrative control of the Government of India, routinely participates in public procurement processes floated by various Central and State Government authorities, adhering strictly to principles of transparency, fairness, equal opportunity, and competition.
2. TCIL intended to participate in the tender titled “Selection of System Integrator for KSWAN 3.0”, floated by the Centre for e-Governance (CeG), Government of Karnataka, vide Tender No. CeG/2025-26/IND0043/Call-2 dated 08.12.2025, with the last date of bid submission being 14.01.2026 at 16:30 hours. The scope of the tender pertained to the provision of statewide network connectivity for Government of Karnataka offices, along with Operations & Maintenance (O&M) services for a period of five (5) years. Given the mission-critical nature of the project, long-term service obligations, and the substantial financial outlay involved, the tender was of significant strategic and economic importance. In such procurements, participation of multiple qualified bidders is essential to ensure effective competition, optimal price discovery, and reasonable savings to the Government exchequer, consistent with established public procurement principles.
3. Cisco being a single technically compliant OEM with Client tender, therefore, for submission of a technically compliant and competitive bid, TCIL, in good faith, approached Cisco Systems (India) Private Limited (hereinafter referred to as “the OEM”) as early as 18.12.2025, seeking standard OEM support required in Government



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अंतर्राष्ट्रीय : International : टेलीफोन : Telephone : +91-11-26202020 फैक्स : Fax : +91-11-26242266 वेबसाइट : Website : <https://www.tcil.net.in> ई-मेल : Email : [tcil@tcil.net.in](mailto:tcil@tcil.net.in)

हम यहें सभी भाषाओं को, अपनी हिंदी का मान करें, सम्मान बढ़ाएं भारत का, आओ हिंदी में काम करें।

procurements, including technical compliance documents, product datasheets, solution inputs, commercial support, and issuance of Manufacturer Authorization Form (MAF).

4. Despite repeated written communications, reminders and telephonic communications at multiple levels between 18.12.2025 and 12.01.2026 with Cisco Systems representatives Mr Nithin Chandrashekaraiah Mr Debabrata Dey, Mr Rajan Bhandari & Mr Trideeb Roy, Cisco Systems failed to provide the requisite bid-related documents within reasonable and sufficient time, notwithstanding the fact that the bid submission deadline was known well in advance.
5. On 12.01.2026, at a meeting held at TCIL Corporate Office, Mr Rajan Bhandari, Sales Head (Govt & Public Sector), senior representative of Cisco Systems expressly committed to provide complete bid-related documentation and MAF by the end of the day. However, no such documents were provided thereafter, amounting to a clear breach of assurance.
6. Instead, at the final stage of bid submission, Cisco Systems, vide email dated 12.01.2026 at 20:31 hrs, sought to impose new and extraneous terms & conditions, particularly an unprecedented undertaking to be signed by the Chairman & Managing Director of TCIL. The conditions mentioned in the undertaking were neither communicated during earlier interactions nor available on the Cisco website, and has been received at a very late stage of the bid process. It is to be seen that Cisco which have partnered with TCIL in many projects like ICG, AFNET & PSB never put such conditions in these projects and hence the present conditions were an intentional attempt to sabotage the participation of TCIL in the aforesaid work.
7. TCIL, being faced with such an extortionist approach adopted by CISCO, vide its email dated 13.01.2026, issued a show cause notice informing them that such an attitude, being detrimental to public procurement and contrary to express promises made by the CISCO, may constrain TCIL to blacklist CISCO for a period of Two years.
8. In response to aforesaid notice, CISCO contemptuously chose not to reply to the imputations and referred to certain internal guidelines which have mandated such a practice at their end. The response, was contrary to the promises made by their representative(s) in various meetings/communications and was evidently an afterthought to somehow give any credence to their unlawful means. Falsity of such an explanation writ large from the fact that CISCO has nowhere mentioned such a required explanation since 18.12.2025 and have declared the same on the last minute of bid submission.
9. The said conduct of Cisco Systems, namely:
  1. deliberate and prolonged non-responsiveness;
  2. breach of explicit commitments made to TCIL;
  3. introduction of last-minute non-standard and non-RFP conditions;



4. selective and discriminatory extension of OEM support;
5. creation of artificial entry barriers at the closing stage of bid submission;

clearly indicates unfair, exclusionary, and anti-competitive practices, aimed at sabotaging TCIL's participation in a public procurement process for unlawful commercial gain.

10. Such acts are violative of the fundamental principles governing public procurement, are contrary to the spirit of the Competition Act, 2002, and are detrimental to the interests of the Government exchequer by restricting competition and potentially inflating project costs.
11. TCIL, being a CPSE, is duty-bound to protect public interest and ensure that vendors and OEMs dealing with it maintain the highest standards of ethical conduct, transparency, and fairness.
12. The above conduct of Cisco Systems has resulted in:
  - serious prejudice to TCIL's legitimate bid participation;
  - disruption/influence of a Government procurement process;
  - potential financial loss/inferior services to the Government exchequer due to reduced competition;
  - erosion of trust and integrity in public procurement.
  - Restrict the competition in aforesaid tender
13. TCIL is satisfied, based on documentary evidence and contemporaneous correspondence, that Cisco Systems has failed to act in good faith and has resorted to unfair means inconsistent with public sector procurement norms.

NOW, THEREFORE, to safeguard its interests, TCIL hereby orders as under:

1. Cisco Systems, is blacklisted / banned from participating in any future tenders, bids, RFPs, or procurement processes of TCIL for a period of two (2) years from the date of this order.
2. During the aforesaid period, no business dealings whatsoever shall be entered into with Cisco Systems by TCIL, either directly or indirectly. The existing contracts/works/bids/projects shall not be affected by this order.
3. This order is issued in the interest of maintaining transparency, fairness, and integrity in public procurement and to safeguard public funds.
4. This blacklisting is without prejudice to TCIL's right to:
  - inform the concerned Tendering Authority;

*Ans*



- approach statutory authorities including the Competition Commission of India;
- report the matter to concerned Ministries / Departments;
- initiate any other civil, contractual, or legal proceedings as may be deemed appropriate.

5. A copy of this order shall be uploaded on TCIL website.

**Issued with the approval of the Competent Authority.**

**For Telecommunications Consultants India Limited**

*Amd*  
14/01/2026



Deputy General Manager (DC&CS)

Telecommunications Consultants India Limited

**Copy to:**

1. Chief Executive Officer, Centre for e-Governance, Govt of Karnataka
2. Secretary, Competition Commission of India
3. Daisy Chittilapilly, President Cisco India & SAARC
4. Rajan Bhandari, Sales Head Public Sector business for Cisco India
5. Debabrata Dey, Sales Head for Cisco South & East India
6. Cisco Ethics & Compliance Team
7. Publication on TCIL website