

Request for Proposals
towards
Empanelling Agencies offering Professional Services
(Tender No.: STPI/HQ/TECH/PMC/PROJ/24-25/2)

BID CLARIFICATION



An Autonomous Society under
Ministry of Electronics & Information Technology (MeitY),
Govt. of India
www.stpi.in

Sr No	EoI Document Reference(s) (Clause no.)	Content of EoI requiring clarification (s)	Agency's Query/ Comment(s)	STPI's response/clarification
1	5 ELIGIBILITY CRITERIA	The bidder should be a consulting firm operating in India for the last five financial years for 2019-20, 2020-21, 2021-22, 2022-23 and 2023-24.	All the other parameters are asked for last three years, but this clause has the ask for last five years which is limiting participation. Request you to keep last three years for consulting firm for wider participation.	No change
2	5 ELIGIBILITY CRITERIA #5	The bidder's average annual turnover from consultancy services in India should be Rs. 200 crores or more in the last three Financial Years.	Our Audited Balance sheet of FY23-24 r is not published yet hence request you to consider additional undertaking as it is expected to get ready by October 2024.	Please refer corrigendum
3	5 ELIGIBILITY CRITERIA #6	The bidder's average annual turnover from governance/IT consultancy in India should be Rs. 50 crores or more in the corresponding three years as above.	The turnover certificate duly certified by a registered CA for FY 23-24 is yet to released kindly consider self-undertaking and allow to submit CA certificate at the later as it is expected to be available by October 2024.	No change
4	5 ELIGIBILITY CRITERIA #9	The resources for both profiles, required as per "Annexure-2: Education Qualification & Experience" should be on the bidder's company payroll for more than 2(two) Years.	Resources hired recently with reputed organisation and may have relevant experience hence request you to amend the clause as "The resources for both profiles, required as per "Annexure-2: Education Qualification & Experience" should be on the bidder's company payroll for more than 2(two) Years.	No change
5	5 ELIGIBILITY CRITERIA	Additional clause	Refer to Office memo (No. F.8/78/2023-PPD) by department of expenditure, Procurement policy division, Ministry of finance for participation of demerged entities in public procurement opportunities. Please add the clause "In case of demerger, either the demerged entity or resultant entity (by virtue of a corporate restructuring exercise etc.) will be allowed to avail of the credentials for five years from the date of demerger ratified by competent authority."	Please refer corrigendum
6	8.2 Financial Evaluation #4	The bidder with the Second Lowest GTV among the Abridged Financial Bids will be the L2 bidder and will then be asked to match the item-wise price of L1, to be placed on the panel (within a time frame prescribed by STPI). If L2 does not agree, L3 will be asked to match the item-wise price of L-1 so on and so forth, till 5 (five) empanelled vendors are finalized. Thus, by way of successive opportunities a panel of 5 vendors will be formed.	Hope if L2 agrees to meet the L1 prices then L3, L4 & L5 will be considered for empanelment if they also agree to match the L1 prices. Kindly clarify	Clause is self-explanatory

7	9.2 Security Deposit	STPI will have the right to forfeit the security deposit if the empanelled agency fails to meet the terms and conditions of the RFP document or perform any other obligation under the contract, fails to execute the work orders issued by STPI.	RFP conditions may not be acceptable then empanelled vendor may choose not to participate in the future bid hence please amend the clause as "STPI will have the right to forfeit the security deposit if the empanelled agency fails to meet the terms and conditions of the RFP document or perform any other obligation under the contract, fails to execute the work orders issued by STPI."	Empanelled agency may decide to undertake any project subject to acceptability of project specific terms and conditions (if any) to them.
8	12 PENALTIES #3	The Empanelled agency shall not refuse to accept STPI work order under any pretext.	Please delete this clause as this may not be feasible in all the cases.	No change
9	ANNEXURE-3: INDICATIVE WORK PROFILES; 1. Management/Functional Profile #8	Legal Matters: Consultancy support during any/all phases of the project on matters related to contract drafting & validation, legal vetting etc.	Legal advises/vetting can only be provided by the authorised legal firms so kindly remove this from the scope.	No change
10	ANNEXURE-6: TECHNICAL EVALUATION CRITERIA #1	Number of years of operation as a Consulting firm in India (Max Marks: 5)	Refer to Office memo (No. F.8/78/2023-PPD) by department of expenditure, Procurement policy division, Ministry of finance for participation of demerged entities in public procurement opportunities. Please add the clause "In case of demerger, either the demerged entity or resultant entity (by virtue of a corporate restructuring exercise etc.) will be allowed to avail of the credentials for five years from the date of demerger ratified by competent authority."	Please refer corrigendum
11	ANNEXURE-6: TECHNICAL EVALUATION CRITERIA	Average Turnover from Consulting Services in India in the last three financial years (Max Marks: 5)- INR 400+ Crores	Our Audited Balance sheet of FY23-24 r is not published yet hence request you to consider additional undertaking as it is expected to get ready by October 2024.	Please refer corrigendum
12	ANNEXURE-6: TECHNICAL EVALUATION CRITERIA	Average Turnover from governance/IT Consulting Services in India in the last three financial: INR 250+ Crores years (Max Marks: 5)	Our Audited Balance sheet of FY23-24 r is not published yet hence request you to consider additional undertaking as it is expected to get ready by October 2024.	No change
13	ANNEXURE-6: TECHNICAL EVALUATION CRITERIA #6	Number of projects handled for various functional areas. Each project will carry 1 mark. The projects with Project Management in Management Profile and Solution Architect in Technology Profile will carry 2 marks. (Max. Marks: 30)	technical capabilities may not be different for govt or private sector projects. Kindly allow to provide credentials either for Govt or private sector projects.	No change
14	ANNEXURE-6: TECHNICAL EVALUATION CRITERIA #7	Certifications (Max Marks: 5): CMMI Level 5/ Project Management	CMMI level may not be relevant considering the scope ask so kindly remove. Also elaborate the project management certificate requirement	Project Management Certification stands removed from this clause.

15	2-i-a Consulting Assignment (Capacity Augmentation) 2-i-b Deliverable-based Assignment	<p>a. Consulting Assignment (Capacity Augmentation): In the cases where STPI/ its clients need to hire technical personnel for a specified period to support existing projects. Payment will be made on a man-month basis at the empanelled rates.</p> <p>b. Deliverable-based Assignment: For requirements where the scope of work and deliverables are standard, well-defined, and involve time-bound delivery.</p>	In clause 2-i-a Consulting Assignment (Capacity Augmentation), it is clearly mentioned that payment will be made on a man-month basis. Kindly provide more clarity on payment in clause 2-i-b.	In the case of Deliverable-based Assignment, the payments terms shall be decided on case-to-case basis however typically it will be based on the achieve of predefined project milestones.
16	4.2 Deliverable-based Assignment	<p>i. For each job, the bidder will prepare an estimated time/cost document as an “Estimated Resource Deployment Proposal” indicating the man-month efforts of the bidder’s consultants at various levels at the rates finalized through this RFP.</p> <p>ii. A Project Review Committee (PRC) may evaluate the proposals for the selection of one of the empanelled bidders. In case the PRC desires, the bidders may be called for presentation. After approval of the cost/time estimates by a Project Review Committee (PRC), STPI will issue a work order for job assignment.</p> <p>iii. The bidders will prepare such time/cost documents free of charge within the given time frame.</p> <p>iv. The resources to be deployed should be the bidder’s employees and they should have regular educational qualifications and experience as per Annexure-2: Educational Qualifications and Experience. STPI may call for this information from a professional before her/his deployment.</p> <p>v. Bidder’s consultants deployed on a job will use their infrastructure when working from STPI/user’s premises. The user’s responsibility will be restricted to providing a workspace and environment for the consultants’ official work related to the assigned job. Except, for the situation where it mandates that the infrastructure of the workplace must be used.</p>	Request you to kindly provide clarity on payment terms in clause 4.2 Delivery-based Assignment similar to clarity provided in 4.1-ii for Capacity Augmentation assignments.	In the case of Deliverable-based Assignment, the payment terms shall be decided on a case-to-case basis however typically it will be based on the achievement of predefined project milestones.

17	6.5 Bid Security Deposit /Earnest Money Deposit (EMD) Declaration	<p>1) The Bidders shall submit a “Bid Security Deposit Declaration Form” as per the format mentioned in Annexure-15: Format for Bid Securing Declaration Form/EMD through uploaded onto the CPP Portal as per the bid submission section.</p> <p>2) The bids without Bid Security Deposit Declaration Form in the prescribed format as mentioned above, will be summarily rejected.</p> <p>3) In case the Bid Securing Declaration is not received by the stipulated time then the Purchaser reserves the right to forthwith and summarily reject the Proposal of the concerned Bidder without providing any opportunity for any further correspondence by the concerned Bidder.</p>	Clause 6.5 is asking to submit “Bid Security Deposit Declaration Form” Annexure-15 only as Bid Security Deposit for this RFP. Therefore, bidders need not deposit any money through any instruments as Bid Security. Kindly confirm.	For this EoI "Bid Security Deposit Declaration" is required in place of EMD.
18	11 PAYMENT TERMS	<p>2) The payment to the agency will be made every month depending upon the actual duration of Consultancy services rendered at STPI after availing service.</p> <p>3) The agency will submit pre-receipted bills in triplicate (having details of the concerned work-order number, Date and Project of STPI) on a monthly basis in the name of STPI by the 5th day of the succeeding month along with the individual's Monthly Satisfactory Performance Report(s) duly signed by Project coordinator. Payment will be made within 30 days of submission of the Bill along with all the completed documents and after deducting the applicable penalty if any.</p>	Are these payment terms applicable on Delivery-based Assignments also? Kindly clarify?	In the case of Deliverable-based Assignment, the payment terms shall be decided on a case-to-case basis however typically it will be based on the achievement of predefined project milestones.
19	13 DEPLOYMENT OF MANPOWER/RESOURCES	4) It is expressly understood and agreed to between the parties to this agreement that the manpower deployed by the agency shall be the employees of the agency for all intents and purposes and in no case, there shall be a relationship of employer and employee between the STPI and the said manpower. The Agency should submit the undertaking received from the respective deployed manpower in STPI regarding the same along with an appointment letter issued to those manpower/s.	Appointment letter issued to an employee is a confidential document consisting of confidential terms and conditions along with salary details, therefore request you to kindly remove condition for submission of appointment letter instead undertaking from the respective partner should be taken with confirmation of appointment of the deployed manpower in the firm.	Accepted

20	14.3 Applicable Law	7) STPI also reserves the right to award work orders on a quality/technical basis, which depends on the quality, capability and infrastructure of the firm.	Request you to kindly define objective way of assessing quality, capability and infrastructure of the firm for awarding work order.	The factors determining the quality, capability and infrastructure of the firm may be decided as per the project requirement.
21	ANNEXURE-1: COVERING LETTER	We have enclosed the earnest money deposit as per the RFP Conditions. It is liable to be forfeited in accordance with the provisions of the RFP document.	As per clause 6.5 Bid Security Deposit /Earnest Money Deposit (EMD) Declaration (Page 10 of 60), bidders need to submit only "Bid Security Deposit Declaration Form" Annexure-15 as EMD, kindly confirm.	For this EoI "Bid Security Deposit Declaration" is required.in place of EMD.
22	ANNEXURE-2: EDUCATIONAL QUALIFICATIONS AND WORK EXPERIENCE #1	Table-1: Management/Functional Profile Qualifications: Bachelor in Technology/Engineering (or equivalent degree) or Master in Technology/ Engineering/ Science or PGDM or MBA or CA/CS/LLB from a recognized, accredited and reputed institute/ university.	(or equivalent degree) or Master in Science includes degrees like MSc (Computer Science), MSc (IT), MSc(Data Science), MSc(Data Analytics), MSc(AI/ML) etc. from recognized, accredited and reputed institute/university? Request you to kindly confirm.	No change
23	ANNEXURE-2: EDUCATIONAL QUALIFICATIONS AND WORK EXPERIENCE #2	Table-2: Technology Profile Qualifications: a. Minimum B.E./B.Tech./MCA/M.Tech. or Four-Year Graduate program in Computers/IT or equivalent from a recognized Institute/University OR b. Engineering Graduate/ Postgraduate with certification or specialization in domain areas	or equivalent includes degrees like MSc (Computer Science), MSc(IT), MSc(Data Science), MSc(Data Analytics), MSc(AI/ML) etc. from recognized, accredited and reputed institute/university? Request you to kindly confirm.	No change
24	5. Eligibility Criteria #4 & ANNEXURE-5: ELIGIBILITY COMPLIANCE SHEET	As per eligibility criteria no. 4: The bidder should be a consulting firm operating in India for the last five financial years for 2019-20, 2020-21, 2021-22, 2022-23 and 2023-24. Where as as per Sr. No. 6 of Annexure 5-Eligibility Compliance Sheet: The bidder should be eGovernance / IT consultancy firm operating in India for the last five financial years.	As per our understanding Eligibility Criteria #4 should align with Sr. No. 6 of Annexure 5: Eligibility Compliance Sheet. However, they are not aligned. Request you to kindly look into it.	Please refer corrigendum
25	5. Eligibility Criteria #4	The bidder should be a consulting firm operating in India for the last five financial years for 2019-20, 2020-21, 2021-22, 2022-23 and 2023-24.	Auditing for year 2023-24 is under process. Can we submit the required document(s) for rest of the 4 years or for 5 years starting 2018-19 up to 2022-23?	Please refer corrigendum

26	5. Eligibility Criteria #5	The bidder's average annual turnover from consultancy services in India should be Rs. 200 crores or more in the last three Financial Years. The audited Balance sheet of the respective financial year is to be enclosed along with a turnover certificate duly certified by a registered Chartered Accountant (CA).	Kindly allow only CA certificate in place of audited balance sheet along with CA certificate.	Please refer corrigendum
27	ANNEXURE-5: ELIGIBILITY COMPLIANCE SHEET #6	Eligibility Criteria: The bidder should be eGovernance / IT consultancy firm operating in India for the last five financial years. Proof / Documents to be submitted: Necessary documents/ proofs substantiating such as CA certificate confirming the cumulative turnover of the bidder from the given activities for the stated financial years must be submitted. The bidder should also submit the documents such as work orders etc. for confirmation of its revenue from IT consultancy Services.	Request you to kindly amend Proof / Documents to be submitted as: The bidder should submit the documents such as work orders etc. for confirmation of its revenue from eGovernance/ IT consultancy Services.	Please refer corrigendum
28	ANNEXURE-5: ELIGIBILITY COMPLIANCE SHEET #7	Eligibility Criteria: The bidder's average annual turnover from consultancy services in India should be Rs. 200 crores or more in the last three financial years (i.e., 2021-22, 2022-23, 2023-24). Proof / Documents to be submitted: Audited Balance sheet of respective financial year to be enclosed along with turnover certificate duly certified by registered CA.	1. Kindly allow only CA certificate in place of audited balance sheet along with CA certificate. 2. Auditing for year 2023-24 is under process. Can we submit the required document(s) for the years 2020-21, 2021-22, 2022-23?	Please refer corrigendum
29	ANNEXURE-6: TECHNICAL EVALUATION CRITERIA	10. Qualifying Marks in Percentage: 70% of Total Marks, i.e. 70 marks 11. Agencies securing > 70% of the total marks as above will only be considered as technically qualified.	Qualification marks as per clause 10 is 70% of Total Marks, i.e., 70 marks whereas, as per clause 11 agencies securing more than 70% (> 70%) of the total marks as above will only be considered as technically qualified. Request you to kindly clarify.	Please refer corrigendum
30	ANNEXURE-9: ASSIGNMENT DETAILS #11	Enclose relevant documents (Mandatory): • Copy of self-attested Completion Certificates from the client; OR • Work Order + Self Certificate of Completion (Certified by the Statutory Auditor);OR • Work Order + Phase Completion	We request to kindly amend this clause as follows: "Enclose relevant documents (Mandatory): • Copy of self-attested Completion Certificates/Email from the client; OR • Work Order + Self Certificate of Completion/Phase Completion (Certified by the Statutory Auditor); OR • Work Order + Phase Completion Certificate/Email from the client	Please refer corrigendum
31	ANNEXURE-12: DETAILED FINANCIAL BID Important Note #ii	The rates finalized will not be changed throughout the period of empanelment/extended empanelment.	Request you to kindly keep a provision for rates revision (in consultation with empanelled agencies) in case of extension of empanelment after the end of 2 years contract period.	Please refer corrigendum

32	ANNEXURE-13: PROJECT EXPECTATION MODELS 2. Model –2: Deliverable based Assignment	(xiii) MPR as per Annexure-16: Monthly Performance Report submission by Reporting Officer to bidder at the end of each milestone based on PRC review. (xiv) Raising of bills along with MPR by empanelled bidder to STPI for release of payment as per Work Order.	Request you to kindly include separate Performance Report format for milestone (Delivery) based projects as Annexure-16 ask for resource specific performance details and doesn't have suitable provisions to include milestone (deliverable) related performance details.	Please refer corrigendum
33	5 ELIGIBILITY CRITERIA	The resources for both profiles, required as per "Annexure-2: Education Qualification & Experience" should be on the bidder's company payroll for more than 2(two) Years	We understand this is for evaluation only. For deployment of resources this is not considered	This clause is applicable for eligibility criteria however deployment shall be based on the project requirement.
34	8.2 Financial Evaluation	The bidder with the Second Lowest GTV among the Abridged Financial Bids will be the L2 bidder and will then be asked to match the item-wise price of L1, to be placed on the panel (within a time frame prescribed by STPI). If L2 does not agree, L3 will be asked to match the item-wise price of L-1 so on and so forth, till 5 (five) empanelled vendors are finalized. Thus, by way of successive opportunities a panel of 5 vendors will be formed.	Benchmarking with L1 only leads to issue. We suggest process of normalization, from the technically qualified bidder L1 and Ln should be considered outliers and find the median of rest of bidder and with median value, the bid for the bidders who quoted more or less than 50% should be rejected and then identify normalized L1 and ask other bidder to match price.	No change
35	9.1 Signing of Contract	The rates finalized shall remain valid during empanelment/extended empanelment	We request for 10% increment per year on finalized value	Please refer corrigendum
36	General	Limitation of liability clause missing	Please add limitation of liability clause with total liability of 1x of the project value.	Please refer clause no. 12 of RFP
37	ANNEXURE-2: EDUCATIONAL QUALIFICATIONS AND WORK EXPERIENCE	Table-1: Management/Functional Profile Qualifications: Bachelor in Technology/ Engineering (or equivalent degree) or Master in Technology/ Engineering/ Science or PGDM or MBA or CA/CS/LLB from a recognized, accredited and reputed institute/university.	We request to change the clause as - Table-1: Management/Functional Profile Qualifications: Bachelor in Technology/Engineering (or equivalent degree) or Master in Technology/ Engineering/ Science or PGDM or MBA (or equivalent degree) or CA/CS/LLB from a recognized, accredited and reputed institute/university.	No change
38	ANNEXURE-10: EMPLOYEES DETAIL UNDERTAKING	Please allow sign of HR head	Please allow sign of HR head	No change
39	8.2 (4)	The bidder with the Second Lowest GTV among the Abridged Financial Bids will be the L2 bidder and will then be asked to match the item-wise price of L1, to be placed on the panel (within a time frame prescribed by STPI). If L2 does not agree, L3 will be asked to match the item-wise price of L 1 so on and so forth, till 5 (five) empanelled vendors are finalized. Thus, by way of	We request you to consider removing the cap on the number of empanelled vendors or increasing the panel size. Allowing more vendors to participate would encourage a more realistic pricing structure, ensuring that the bids reflect the actual market rates. This approach would be in the best interest of both the STPI and the bidders, as it would maintain the quality and sustainability of the services offered.	No change

		successive opportunities a panel of 5 vendors will be formed.		
40	8.1 (5)	The presentation made by the bidders will be technically evaluated and marked as part of the marking scheme provided in Annexure-6: Technical Evaluation Criteria and the decision of TEC will be final in this regard.	We request you to intimate the presentation date and time well in advance	Noted
41	13 (3)	If the STPI so recommends, a deployed resource must be replaced by the agency within a period of 10 working days.	We request that the period for replacing a deployed resource, if recommended by STPI, be extended from 10 working days to 15 working days to allow appropriate time for transition and handholding	No change
42	Annexure-1: Covering Letter	We have enclosed the earnest money deposit as per the RFP Conditions. It is liable to be forfeited in accordance with the provisions of the RFP document.	We understand that only bid security declaration form is required at this stage, as per Annexure-15. Please clarify if EMD is to be submitted along with bid. If yes, please specify EMD amount	For this EoI "Bid Security Deposit Declaration" is required in place of EMD.
43	Annexure-5: Eligibility Compliance Sheet (6)	Necessary documents/ proofs substantiating such as CA certificate confirming the cumulative turnover of the bidder from the given activities for the stated financial years must be submitted. The bidder should also submit the documents such as work orders etc. for confirmation of its revenue from IT consultancy Services	As quantum of work orders are huge, thus we request to only consider Audited CA certificate duly signed and stamped, as a documentary proof. This is also in alignment with similar empanelment bids done for NeGD and NICSI	Please refer corrigendum
44	Annexure-5: Eligibility Compliance Sheet (6)	Necessary documents/ proofs substantiating such as CA certificate confirming the cumulative turnover of the bidder from the given activities for the stated financial years must be submitted. The bidder should also submit the documents such as work orders etc. for confirmation of its revenue from IT consultancy Services	We request you to consider CA certificate confirming the cumulative turnover for the following three financial years (i.e. 2018-19,2019-20,2020-21, 2021-22, 2022-23), since, the Annual turnover for FY 2023-24 is currently under audit.	Please refer corrigendum
45	Annexure-5: Eligibility Compliance Sheet (7)	The bidder's average annual turnover from consultancy services in India should be Rs. 200 crores or more in the last three financial years (i.e., 2021-22, 2022-23, 2023-24).	We request you to consider Average Turnover for the following three financial years (i.e. 2020-21, 2021-22, 2022 23), since, the Annual turnover for FY 2023-24 is currently under audit.	Please refer corrigendum
46	Annexure-5: Eligibility Compliance Sheet (8)	The bidder's average annual turnover from e-Governance/IT consultancy in India should be Rs. 50 crores or more in the corresponding three years as above.	We request you to consider Average Turnover for the following three financial years (i.e. 2020-21, 2021-22, 2022 23), since, the Annual turnover for FY 2023-24 is currently under audit.	Please refer corrigendum

47	Annexure-6: Technical Evaluation Criteria, (6)	Number of projects handled for various functional areas. Each project will carry 1 mark. The projects with Project Management in Management Profile and Solution Architect in Technology Profile will carry 2 marks	Please clarify the same project be considered in both categories if it meets the criteria for both management and technology profiles	One project shall be considered only in one Category.
48	Annexure-6: Technical Evaluation Criteria, 10	Qualifying Marks in Percentage: 70% of Total Marks, i.e. 70 marks	We request you to increase qualifying marks from 70% to 80% to ensure that only the highest quality vendors are empanelled	No change
49	Annexure-12: Detailed Financial Bid		We request you to provide clarity on price escalation in item wise categories after 1 year	Please refer corrigendum
50	Annexure-12: Detailed Financial Bid, Important Note: 1	For consideration of their bids, the bidders have to quote for all the resource levels. The rates quoted should be as per industry standards for the prescribed experience. For any of the resource levels, bids quoting zero or incredibly low rates compared to the industry prevalent rates will be rejected and execution of Bid Securing Declaration.	We request you to consider including the following clause: -Bids of those bidders whose Financial Bid's Gross Total Value (GTV) have a deviation beyond 20% (twenty Percent) on lower side from the Average GTV of all bidders, to ensure that only quality vendors are empanelled. This would help in maintaining industry standards while selecting the bidders at competitive rates	No change
51	6.5 Bid Security Deposit /Earnest Money Deposit (EMD) Declaration		We understand that while bid submission no EMD amount to be submitted, only ANNEXURE-15: FORMAT FOR BID SECURING DECLARATION FORM/ EMD form to be submitted in the bidder letter head.	For this EoI "Bid Security Deposit Declaration" is required in place of EMD.
52	7. Certifications (Max Marks: 5): CMMI Level 5/ Project Management		<p>2. Under Certification: CMMI Level 5 is required, and 2.5 marks assigned to this.</p> <p>In consulting firms, we adhere mainly with various ISO certifications also for eGovernance and IT services consulting CMMI Level 3 would be sufficient to ensure that the organization has reached a defined level of maturity in its processes and is able to perform safely and efficiently. Also, we have multiple resources who are PMP certified. Hence, we request to change the certification requirement to CMMI Level 3 or remove this certification.</p> <ul style="list-style-type: none"> • In the last “NICS I empanelment”, which is currently operational they also removed the CMMI Level requirements. • Also, in the “NICS I Digital India Program empanelment”, CMMI Level certification was not asked. 	Not accepted.
53	ANNEXURE-7: TECHNICAL COMPLIANCE SHEET	Number of IT consultancy jobs in last three financial years with: value more than Rs. 1(One) Crore and less than 2 (Two) Crores and Value more than Rs. 2(Two) Crores.	We request you to please consider projects started within the last five financial years of publishing this tender. There are multiple large PMU and implementation projects that were allocated in the last 4-5 years, and they are still operational because of the broad scope of work. We want to showcase these high-value projects to demonstrate our ability to deliver the complex projects successfully.	No change

54	4. Annexure-6: Technical Evaluation Criteria, point no: 6	Number of projects handled for various functional areas. Each project will carry 1 mark. The projects with Project Management in Management Profile and Solution Architect in Technology Profile will carry 2 marks. (Max. Marks: 30).	Please clarify from which year the projects can be considered.	Please refer corrigendum
55	4. Annexure-6: Technical Evaluation Criteria, point no: 6	Number of projects handled for various functional areas. Each project will carry 1 mark. The projects with Project Management in Management Profile and Solution Architect in Technology Profile will carry 2 marks. (Max. Marks: 30).	We understand that minimum project value is not required here. Also, we understand that projects of IT consultancy jobs showcase in Technical Evaluation Criteria, point no: 4 shall also be showcase here, please confirm.	Understanding is correct.
56	ANNEXURE-5: ELIGIBILITY COMPLIANCE SHEET	Necessary documents/ proofs substantiating such as CA certificate confirming the cumulative turnover of the bidder from the given activities for the stated financial years must be submitted. The bidder should also submit the documents such as work orders etc. for confirmation of its revenue from IT consultancy Services.	<p>In a given financial year the firm undertakes multiple projects which are governed with various clauses of confidentiality. We hereby request that the CA certificate confirming the cumulative turnover from IT Consultancy Services for the last 5 financial years be submitted as part of the proposal. Additionally, audited financial statements can be provided to substantiate the details being submitted as part of the proposal.</p> <p>We further request to remove the requirement of work orders to be attached as part of the revenue confirmation from IT consultancy services as it is not possible to attach all the work orders as part of the proposal which includes strict confidentiality clauses of work orders. In regard to showcasing the expertise bidders are required to submit work orders as part of past experience against point 9 of the eligibility criteria.</p>	Please refer corrigendum
57	ANNEXURE-7: TECHNICAL COMPLIANCE SHEET	Necessary documents/ proofs substantiating such as CA certificate confirming the cumulative turnover of the bidder from Consulting/ Advisory services must be submitted for the mentioned number of years.	We hereby request that the CA certificate confirming the cumulative turnover from Consulting / Advisory Services for the last 5 financial years be submitted as part of the proposal. Additionally, audited financial statements can be provided to substantiate the details being submitted as part of the proposal.	No change
58	ANNEXURE-7: TECHNICAL COMPLIANCE SHEET	<ul style="list-style-type: none"> • Audited Balance sheet of respective financial year is to be enclosed along with turnover certificate duly certified by registered CA • The bidder should also submit the documents such as work orders etc. for confirmation of its revenue from IT consultancy services. 	<p>Our standalone revenue from Consulting business is nearly INR 3000 Crores every year. In a given financial year the firm undertakes multiple projects which are governed with various clauses of confidentiality. We hereby request that the CA certificate confirming the cumulative turnover from Consultancy Services for the last 3 financial years be submitted as part of the proposal. Additionally, audited financial statements can be provided to substantiate the details being submitted as part of the proposal.</p> <p>We further request to remove the requirement of work orders to be attached as part of the revenue confirmation from IT consultancy services as it is not possible to attach all the work orders as part of the proposal which includes strict confidentiality clauses of work orders. In regard to showcasing the expertise bidders are required to submit work orders as part of past experience against point 9 of the eligibility criteria.</p>	No change

59	ANNEXURE-7: TECHNICAL COMPLIANCE SHEET	<ul style="list-style-type: none"> •The turnover certificate duly certified by registered CA should be submitted in support of eGovernance/IT Consultancy. •The bidder should also submit the documents such as work orders etc. for confirmation of its revenue from IT consultancy Services. 	<p>Our standalone revenue from IT Consulting business is nearly INR 400 Crores every year. In a given financial year the firm undertakes multiple projects which are governed with various clauses of confidentiality. We hereby request that the CA certificate confirming the cumulative turnover from eGovernance/IT Consulting Services for the last 3 financial years be submitted as part of the proposal. Additionally, audited financial statements can be provided to substantiate the details being submitted as part of the proposal.</p> <p>We further request to remove the requirement of work orders to be attached as part of the revenue confirmation from IT consultancy services as it is not possible to attach all the work orders as part of the proposal which includes strict confidentiality clauses of work orders. In regard to showcasing the expertise bidders are required to submit work orders as part of past experience against point 9 of the eligibility criteria.</p>	No change
60	ANNEXURE-4: BIDDER'S PROFILE	Whether any Arbitration/proceeding Litigation	<p>We would like to bring to your kind notice that while the RFP has sought details of all such litigations from bidders, the RFP does not mention any objective criteria about how these details would be used / evaluated and what bearing the details would have on the evaluation of proposals submitted by bidders. For e.g. if a bidder submits details of 12 litigations and another bidder submits details of 15 litigations, it is not clear how your good office would objectively evaluate these litigation details and how it would impact both the bidders.</p> <p>We would request your good office to kindly clarify the objective criteria based on which these litigation details would have a bearing on the proposal evaluation. If there are no objective criteria, and if the litigation details would be subjectively / arbitrarily evaluated, then we firmly believe that seeking the litigation details is not warranted and we would humbly request you to kindly consider deleting this requirement for seeking litigation details.</p> <p>Therefore, we would request you to kindly reconsider the rationale for seeking litigation/arbitration details from the bidders under the RFP and consider removing this requirement from the RFP or link the Litigation/arbitration proceeding with their impact on the ability of the Bidder to perform services under the proposed tender.</p> <p>Please allow us to provide a self-declaration that there are no pending litigations/arbitrations which if adversely determined, would impact the ability of PwCPL to participate and provide services under the RFP.</p>	This is for information and record purpose.

61	Limitation of Liability	No clause in the RFP	<p>We request to limit the total liability to 1X of the total contract value. This is as per GFR, and the guidelines issued by MeitY. It is also the normal industry practice. It is requested to include the following clause:</p> <p>"Purchaser/Client agrees that Consultants total liability for all claims connected with the services or this agreement (including but not limited to negligence), whether in contract, tort, statute, indemnities or otherwise, is limited to one time the professional fees paid / payable for the services. Purchaser/Client agrees that Consultant will not be liable for (i) loss or corruption of data from your systems, (ii) loss of profit, goodwill, business opportunity, anticipated savings or benefits or (iii) indirect or consequential loss. Also, the consultant will not be liable for any indirect and consequential losses or damages."</p>	Please refer clause no. 12 of RFP
62	ANNEXURE-14: PROFORMA FOR NON- DISCLOSURE AGREEMENT	Confidentiality Obligations	<p>We request to consider that we may have to disclose information for successful accomplishment of work and for regulatory and internal compliance purposes. However, to the extent legally permissible, we will ensure that even if the information is disclosed to any third party, such parties maintain confidentiality of such information. It is therefore requested to kindly include the following clause:</p> <p>"Consultant may disclose confidential information: (a) to its employees, directors, officers and subcontractors, on a need to know basis, as required for performance of services, provided such employees, directors, officers and subcontractors are bound by confidentiality obligations; (b) where required by applicable law or regulation or for regulatory and compliance (both internal and external) purposes."</p> <p>We also request to reduce the survival period of confidentiality obligations to one year post expiry or termination.</p>	The desired information shall not be disclosed without prior consent of STPI
63	Section 9.3 Performance Bank Guarantee AND Section 12 PENALTIES	<p>In the event of default in the submission of PBG within the stipulated time, the agency shall be liable for a penalty amounting to 0.1% (Zero Point One Percent) of the PO value per day delay with a Maximum penalty capping of 10% of the PO value.</p> <p>AND</p> <p>The penalty shall be charged at the rate of 0.5% of the delayed milestone (or item in default, as applicable) per week of delay or per instance of default (in case of translation services) subject to a maximum of 10% of the work order value.</p>	We request to cap the liquidated damages/penalties cumulatively to 5% of the total contract value.	No change