

Addendum to Request for Proposal – Selection of Technical Consultant For advisory services towards outsourcing engagement for RRB DC / DR existing IT Infrastructure & CBS Application Setup (On behalf of Bank’s Sponsored RRBs)

Original Dates of submission & Opening of RFP document		Revised Dates of submission and opening of RFP document	
Particulars	Date & Timelines	Particulars	Date & Timelines
Last date of submission of RFP Responses	1500 hours IST on 07-05-2015	Last date of submission of RFP Responses	1500 hours IST on 11-05-2015
Date of opening of eligibility criteria and technical bid	1600 hours IST on 07-05-2015	Date of opening of eligibility criteria and technical bid	1600 hours IST on 11-05-2015

Clause in RFP

Sr. No.	Clause	Clarifications/ Changes made
1	<p>Section III Clause 2.2 Eligibility Criteria -VII</p> <p>Should have prior experience in performing end to end consultancy services comprising of IT strategy formulation, Core Banking vendor evaluation and selection and project management for at least one public sector commercial Bank in India <u>with Finacle as Core Banking Solution. The end to end consultancy services should have been provided in a single bank. (Successful completion certificates or letter from the Bank needs to be furnished along with the response)</u></p>	<p>Section III Clause 2.2 Eligibility Criteria -VII</p> <p>Should have prior experience in performing consultancy services comprising of IT strategy formulation, Core Banking vendor evaluation & selection and project management for at least one public sector commercial Bank/Private Bank/Foreign Banks in India/BFSI Sector in India. <u>(Successful completion certificates or Purchase Order copy of contract awarded from the Organisation needs to be furnished along with the response)</u></p>
2	<p>Section III Clause 2.2 Eligibility Criteria -VIII</p> <p>Should have prior experience in providing consultancy for Project Management of network architecture, security architecture, data centre, disaster recovery sites for at least one public sector commercial bank in India. Consultancy services should have been provided in a single bank. <u>(Successful completion certificates or engagement letters from the Bank needs to be furnished along with the response)</u></p>	<p>Section III Clause 2.2 Eligibility Criteria -VIII</p> <p>Should have prior experience in providing consultancy for Project Management of network architecture, security architecture, data centre, disaster recovery sites for at least one public sector commercial Bank/Private Bank/Foreign Banks in India/BFSI sector in India. <u>(Successful completion certificates or Purchase Order copy of contract awarded from the Organisation needs to be furnished along with the</u></p>

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		<u>response)</u>
3	<p>Section III Clause 2.2 Eligibility Criteria -Note</p> <ul style="list-style-type: none"> ○ End to end consultancy services would mean only credentials where the technology consultant has been involved from IT strategy formulation, to define specifications/technical requirements, to vendor evaluation and selection to project management of the technology and core banking solution. ○ Banks mean Banks in India only. ○ Banks exclude Cooperative Banks. ○ Banks include sponsored RRBs of Public sector banks having a combined branch network of more than 1800 branches. ○ Public sector and commercial banks mean public sector and commercial banks in India only including Reserve Bank of India and Department of Post (Banking Cell). 	<p>Section III Clause 2.2 Eligibility Criteria -Note</p> <ol style="list-style-type: none"> 1. Organisations means Public Sector Banks/Private Sector Banks/BFSI (Banking Financial Services & Insurance) sector in India/Foreign Banks in India only including RBI and Department of Post (Banking Cell). 2. Banks exclude Cooperative Banks.
4	<p>Annexure- F Terms & Conditions:</p> <ul style="list-style-type: none"> • The fee quoted is inclusive of all taxes, duties, levies, etc. 	<p>Annexure- F Terms & Conditions:</p> <ul style="list-style-type: none"> • The fee quoted is inclusive of all taxes, duties, levies, etc. excluding service tax.

The Technical evaluation criteria have been revised under this addendum. The original & the revised criteria are mentioned below:

Clause: Section III- 2.6 Technical Evaluation Criteria: (Original)

Evaluation Parameters	Max Mark	Scoring Methodology
CREDENTIALS		
1) Should have prior experience in performing consultancy services (completed or on-going) comprising of IT strategy to Core Banking vendor evaluation and selection (i.e. the vendor should have handled the consultancy work in the same Public Sector	40	<ul style="list-style-type: none"> ▪ Full marks- if the criteria are met for 4 or more public sector Banks ▪ 30 marks - if the criteria is met for 3 public sector Banks ▪ 20 marks - if the criteria is met for 2 public sector Banks

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<p>Bank in India.)</p> <p><i>Proof of such work and completion of implementation should be submitted along with the response.</i></p>		<ul style="list-style-type: none"> ▪ 10 marks – if the criteria is met for 1 public sector Banks. 	
<p>2) Should have met conditions mentioned above under Point 1 with Finacle as Core Banking Solution.</p> <p><i>Proof of such work and completion of implementation should be submitted along with the response.</i></p>	20	<ul style="list-style-type: none"> ▪ Full marks- if the criteria are met for 2 or more public sector Banks ▪ 10 Marks for ONE Public Sector Bank ▪ 0 – Nil Public Sector Bank. 	
<p>3) Should have prior experience in performing consultancy services (completed or on-going) comprising of IT strategy to Core Banking vendor evaluation and selection for sponsored RRBs in India.</p> <p><i>Proof of such work and completion of implementation should be submitted along with the response.</i></p>	10	<ul style="list-style-type: none"> ▪ Full Marks for ONE Regional Rural Bank ▪ 0 – Nil Regional Rural Banks. 	
Credentials Sub-Total		70	
PEOPLE			
<p>The Consultant should have a pool of resources in the below mentioned areas.</p> <p>The resources should have at least worked in the respective areas for at least 1 public sector Commercial Bank in India.</p> <p>The areas of expertise are :</p>			
<p>1 The proposed Project Director should have Management Consulting experience of over 10 years and should have experience in CBS Consultancy</p>	10	<ul style="list-style-type: none"> ▪ Three or more PSU Banks- FULL marks ▪ Two PSU Banks- 7.5 marks ▪ One PSU bank- 5 marks <p>If bidder does not have any references in public sector banks in India then, marks shall be given as follows for private / foreign bank references (these marks are not in addition to marks for public sector bank references and will be applicable only if bidder does not have PSU bank references in India)</p> <p>Three Scheduled Commercial Banks in India - 5 marks Two Scheduled Commercial Banks in India -3 marks One Scheduled Commercial Banks in India bank- 2 marks.</p>	
<p>2 The proposed Project Manager should have Management Consulting experience of over 8 years and should have experience in CBS Consultancy</p>	5	<p>Three PSU Banks- FULL marks, Two PSU Banks- 3 marks, One PSU bank- 2 marks,</p> <p>If bidder does not have any references in public sector banks in India then, marks shall be given as follows for private / foreign bank references (these marks are not in addition to marks for public sector bank references and will be applicable only if bidder does not have PSU bank references in India)</p> <p>· Three Scheduled Commercial Banks in India - 2 marks · Two Scheduled Commercial Banks in India -1 marks · One Scheduled Commercial Banks in India bank- 0.5</p>	

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		marks.
PEOPLE Sub-Total	15	
CONSULTANT TECHNICAL PRESENTATION		
Demonstration of in-depth understanding of the Bank outsourcing engagement requirements through the technical proposal supplemented by Presentation & interactions.	15	Evaluation based on Technical Presentation made by the Bidder
Technical Presentation Sub-Points	15	
Total - Technical Evaluation Marks	100	

For Technical Evaluation purpose, Experience with commercial banks in Private Sector in India is acceptable in place of Public Sector, however marks will be awarded at 50% of the rate applicable for Public Sector Commercial Banks.

Note :

1. Banks mean Banks in India only.
2. Banks exclude Cooperative Banks.
3. Banks include sponsored RRBs of Public sector banks having a combined branch network of more than 1800 branches.
4. Public sector and commercial banks mean public sector and commercial banks in India only including Reserve Bank of India and Department of Post (Banking Cell).
5. The consultant is required to provide documentary evidence for each of the above criteria and the same would be required on the client's letter head /Letter of engagement/agreement to the satisfaction of the Bank.

Clause: Section III- 2.6 technical evaluation Criteria: (Revised)

Evaluation Parameters	Max Mark	Scoring Methodology
CREDENTIALS		
<p>1) Should have prior experience in performing consultancy services comprising of IT strategy to Core Banking vendor evaluation and selection.</p> <p><i>Proof of such work should be submitted along with the response.</i></p>	40	<ul style="list-style-type: none"> ▪ Full marks- if the criteria are met for 4 or more PSU Banks . ▪ 30 marks – if the criteria is met for 3 PSU Banks.. ▪ 20 marks – if the criteria is met for 2 PSU Banks. ▪ 10 marks – if the criteria is met for 1 PSU Bank. <p>The marking/weightage is as under:</p> <ol style="list-style-type: none"> a) 100% for consultancy services provided for Public Sector Banks , b) 90% for other Banks (Private/Foreign Banks in India only) and c) 80% for other s in BFSI Sector in India.
<p>2) Should have prior experience in performing consultancy services/Project Management in Finacle as Core Banking Solution.</p> <p><i>Proof of such work should be submitted along with the response.</i></p>	20	<ul style="list-style-type: none"> ▪ Full marks- if the criteria are met for 2 or more PSU Banks. ▪ 10 Marks for one PSU Bank. <p>The marking/weightage is as under:</p> <ol style="list-style-type: none"> a) 100% for consultancy services provided for Public Sector Banks , b) 90% for other Banks (Private/Foreign Banks in India only) and c) 80% for other s in BFSI Sector in India.
<p>3) Should have prior experience in providing consultancy for Project Management of network architecture, security architecture,</p>	10	<ul style="list-style-type: none"> ▪ Full Marks for 2 PSU Banks ▪ 5 Marks – for 1 PSU Bank.

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data centre/disaster recovery sites. <i>Proof of such work should be submitted along with the response.</i>		The marking/weightage is as under: a) 100% for consultancy services provided for Public Sector Banks , b) 90% for other Banks (Private/Foreign Banks in India only) and c) 80% for other s in BFSI Sector in India.
Credentials Sub-Total	70	
PEOPLE		
The Consultant should have a pool of resources in the below mentioned areas. The areas of expertise are :		
4) The proposed Project Director should have Management Consulting experience of over 10 years and should have experience in Consultancy in PSU Banks/ Private sector/Foreign Banks in India /BFSI sector in India.	10	<ul style="list-style-type: none"> ▪ FULL marks - Three or more PSU Banks ▪ 7.5 marks -Two PSU Banks ▪ 5 marks - One PSU Banks The marking/weightage is as under: a) 100% for consultancy services provided for Public Sector Banks , b) 90% for other Banks (Private/Foreign Banks in India only) and c) 80% for other s in BFSI Sector in India.
5) The proposed Project Manager should have Management Consulting experience of over 8 years and should have experience in Consultancy in PSU Banks/ Private sector/Foreign Banks in India /BFSI sector in India.	5	<ul style="list-style-type: none"> ▪ FULL marks - Three PSU Banks ▪ 3 marks - Two PSU Banks ▪ 2 marks - One PSU Banks The marking/weightage is as under: a) 100% for consultancy services provided for Public Sector Banks , b) 90% for other Banks (Private/Foreign Banks in India only) and c) 80% for other s in BFSI Sector in India.
PEOPLE Sub-Total	15	
CONSULTANT TECHNICAL PRESENTATION		
Demonstration of in-depth understanding of the Bank outsourcing engagement requirements through the technical proposal supplemented by Presentation & interactions.	15	Evaluation based on Technical Presentation made by the Bidder
Technical Presentation Sub-Points	15	
Total - Technical Evaluation Marks	100	

Note :

1. Organisations means Public Sector Banks/Private Sector Banks/BFSI (Banking Financial Services & Insurance) sector in India/Foreign Banks in India only including RBI and Department of Post (Banking Cell).
2. Banks exclude Cooperative Banks.

The Eligibility criteria have been revised under this addendum. The original & the revised criteria, where changes have been incorporated, in Annexure A, are given below:

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Annexure A (Original)

No	Particulars	Details to be furnished by the bidder
12	Net Worth (Tangible) of the bidder (not of the group) Year 2012-13 Year 2013-14 And profits for the past 3 years Year 2011-12 Year 2012-13 Year 2013-14 Documentary proofs are to be enclosed	
13	Details of prior experience in performing consultancy services comprising of IT strategy to Core Banking vendor/System Integrator (SI) / Service Provider evaluation/selection and project management (i.e. the vendor should have handled the consultancy work comprising of IT strategy to Core Banking vendor evaluation and selection and project management in the same Public Sector Commercial Bank in India. Only. Details of such projects would be counted where the consultant has performed in the same Bank). Proof of such work and completion should be submitted along with the response.	
14	Details of the Core Banking Solution handled for Experience mentioned under Point 13 above.	
15	Details of prior experience in project management CBS implementation and providing Consultancy services for selection for DC, DR/ Network//Security architecture related consultancies for Public Sector Banks in India. (Only such projects would be counted where the Consultant has performed work in the same Bank. Successful completion certificates from the Bank needs to be furnished along with the response)	

Annexure A (Revised)

No	Particulars	Details to be furnished by the bidder
12	Net Worth (Tangible) of the bidder (not of the group) Year 2012-13 Year 2013-14 And profits for the past 3 years Year 2011-12 Year 2012-13 Year 2013-14 Documentary proofs are to be enclosed Networth is to be calculated as follows: Capital Funds (Paid up Equity Capital + Paid up preference Shares + Free Reserve) - (Accumulated Balance of loss + Balance of deferred revenue expenditure + Other intangible assets). Audited Financial statements for the financial years 2011-12, 2012-13 and 2013-14 and Certified letter from the Chartered Account should be submitted. The CA certificate in this regard should be without any riders or qualification.	

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13	<p>Details of prior experience in performing consultancy services comprising of IT strategy to Core Banking vendor/System Integrator (SI) / Service Provider evaluation/selection and project management (i.e. the vendor should have handled the consultancy work comprising of IT strategy to Core Banking vendor evaluation and selection and project management in organization in India only.</p> <p>Organisations mean Public Sector Banks/Private Sector Banks/Foreign Banks in India only including RBI and Department of Post (Banking Cell)/BFSI Sector in India.</p> <p><i>Proof of such work should be submitted along with the response</i></p>	
14	<p>Details of the Core Banking Solution handled for Experience mentioned under Point 13 above.</p>	
15	<p>Details of prior experience in project management CBS implementation and providing Consultancy services for selection for DC, DR/ Network//Security architecture related consultancies for organisations in India.</p> <p>Organisations mean Public Sector Banks/Private Sector Banks/Foreign Banks in India only including RBI and Department of Post (Banking Cell)/BFSI Sector in India.</p> <p><i>Proof of such work should be submitted along with the response</i></p>	

All other Terms & Conditions and Annexures are same as per our RFP no. BCC:IT:RRB-DC:107:45 dated 16-04-2015 for Selection of Technical Consultant for advisory services towards outsourcing engagement for RRB DC / DR existing IT Infrastructure & CBS Application Setup (On behalf of Bank's Sponsored RRBs)