

HEAD OFFICE  
INFORMATION TECHNOLOGY DEPARTMENT

Date: 06/04/2021

CORRIGENDUM 2B TO TENDER NO- 879-03032021

Request for proposal (RFP) for procurement and implementation of  
Trade Finance solution

RFP Reference-BOI/HO/IT/TF/20-21/RE1 dated 01/03/2021

Page No	Annexure	Existing Clause	New Clause
76	Annexure F- Eligibility Criteria	The bidder should be in the line of providing end-to-end support, maintenance, integration, customization services for Trade Finance Solutions / in India at least for a period of last 3 years for a minimum of 2 BFSI	The bidder should be in the line of providing end-to-end support, maintenance, integration, customization services for Trade Finance Solutions / in India or abroad at least for a period of last 3 years for a minimum of 2 BFSI and out of which one must be in India.
	Annexure F- Eligibility Criteria	Proposed software/solution version should have been implemented and live for last 1 year in at least 2 banking/financial institution/PSU/Government Organisation/Large Corporates.	Proposed software/solution version should have been implemented and live for last 1 year in at least 2 banking/financial institution/PSU/Private/Government organisation/ Large Corporates in India or abroad and one of them must be in India.
91	Annexure M-	Format of Commercial Bid	Revised format of Commercial Bid
	New Clause		<p><b>Escrow-</b> The modalities of ESCROW Arrangement has to be taken into account as part of the response.</p> <ul style="list-style-type: none"> <li>Escrow Agreement based on the Agreement which Vendor has with Escrow Agent</li> <li>The Bank shall be within its rights to access the Source Code in the event of liquidation or winding up of Bidder or Bidder discontinuing providing</li> </ul>

			services as per this Agreement. The Vendor will be responsible for payment of any associated escrow fees.
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**Note:- Bank is incorporating functionalities of Supply Chain Finance in this RFP .**

The present annual transaction volume for Supply Chain Finance is 500 with a projected yearly increase of 10%.

**Evaluation Process (Techno commercial):**

The weightage for the Technical evaluation criteria will be as follows:

	Evaluation Criteria	Weightage	
1.	Functional & Technical Requirements (specifications)	50	
2.	Experience	4	
3.	Integration with Finacle CBS or any other CBS	6	
4.	Feedback from implementation sites	4	
5	Coverage of the same instance of the Trade solution to Overseas Locations	6	
6	Commercials	30	
	Total	100	

**Functional Requirements (specifications) weightage-**

The technical and functional specification has maximum marks as indicated below.

The trade finance component = 1429

Channel Finance(supply chain) component =847

EASE component=45

Total = 2321

The Criteria for assigning marks for Technical and functional specification is as given below:-

Description	Response
Required functionality is readily available	“Y”=Full Marks as indicated in Annexure ‘TF’
Required functionality will be made available with customization	“C”= Marks as indicated in Annexure ‘
Required functionality is not available/will not be available	“N”=0 Marks
	Maximum possible marks for functionalities = 2321
Percentage of mandatory pre-eligibility score by a bidder for entering techno-commercial evaluation process	70% (1625 marks)

The procedure for assigning Technical Quotient is as under:-

#### Assigning Functional specification Quotient-

The Bidder will be assigned functional specification Quotient. The criteria for functional specification quotient is given below.

The Maximum possible score for any vendor for functional specifications is **2321**, provided the bidder has all ‘Y’ responses.

The weightage for functional specifications is decided as 50. Hence maximum score of 2321 will be weighted as 50. i.e., as explained below: A score of 2100 will be weighted as i.e.  $((2100/2321)*50)=45.23$ .

Example- Four bids were received with functionality score A: 1139, B: 2278, C: 1822, D: 1367 and the technical evaluation committee awarded them 24.53, 49.06, 39.25 and 29.44 respectively as per the calculation mentioned below .

Bidder	Functionality score	Functionality Weightage = (Functionality score of Bidder * 50)/ Max. possible functionality score
A	1139	$1139*50/2321 = 24.53$
B	2278	$2278*50/2321= 49.06$
C	1822	$1822*50/2321= 39.25$
D	1367	$1367*50/2321 = 29.44$

**Please note Bank will ask bidder to demonstrate the functionality as per technical specification for allotment of marks.**

**Weightage for Experience- 4 marks**

Marks will be awarded for the Experience in Trade Finance, Supply chain Finance implementation, as under:

1. Experience of 5 year and more – **4 marks.**
2. Experience of 3 year but less than 5 years– **2 marks.**
3. Experience less than 3 years - **0 marks.**

**Note- Vendor to submit copy of purchase order and copy of invoice in support.**

**Weightage for Integration with finacle or any other CBS- 6 marks**

Marks will be awarded for integration with Finacle or any other CBS, as follows:

1. Integration of offered solution(s) with Finacle at 2 or more sites – 6 marks.
2. Integration of offered solution(s) with Finacle at 1 site – 3 marks.
3. Integration of offered solution(s) with any CBS at 2 or more sites – 2 marks
4. Integration of offered solution(s) with any CBS at 1 site – 1 mark

**Weightage for feedback from implementation sites- 4 marks**

Feedback letter or Reference Calls from the Bank, where implementation was carried out successfully. Bidder to provide contact details of the client.

1. Satisfactory Feedback letter or call of 2 Banks in India - 4 marks
2. Satisfactory Feedback letter or call with 1 Bank in India - 2 marks

**Weightage for coverage of the same instance of the Trade solution to Overseas Locations – 6 Marks**

1. Reference Call with 2 Banks in India/ International Banks with 5 overseas locations and above – 6 marks
2. Reference Call with 1 Bank in India/ International Banks with 5 overseas locations and above - 2 marks

### **Weightage for Commercial Score for the Price Bid-**

Commercial Score will be arrived at by assigning the scale of 30 for the Price quoted by bidder. The score of other Bidders will be computed proportionately. We give below example for working of the commercial score weightage. Let us say bidder "D" quotes lowest price and 'C' quotes the highest price-

<b>Bidder</b>	<b>Commercial bid price</b>	<b>Commercial Score = Price of L1(B) Bidder * 30/ Price of L1 bidder (B)</b>
A	1500	$1200*30/1500 = 24$
B	1300	$1200*30/1300 = 27.69$
C	1800	$1200*30/1800 = 20$
D	1200	$1200*30/1200 = 30$

### **An example of the evaluation process is detailed for clarification:**

All the four proposals were found technically suitable and their price bids were opened or they were selected for reverse auction. The prices quoted were as under :

- A : Rs.1500
- B : Rs.1300
- C : Rs.1800
- D: Rs.1200

Using the formula  $(LEC/EC)*100$ , where LEC stands for lowest price and EC stands for price quoted by individual bidders, the following points will be awarded by the committee:

- A :  $(1200/1500)*30 = 24$  points
- B :  $(1200/1300)*30 = 27.69$  points
- C :  $(1200/1800)*30 = 20$  points
- D:  $(1200/1200)*30 = 30$  points

**Presuming that all vendors have scored 20 in experience, CBS integration, feedback etc.**

### **Working of the Techno-Commercial score-**

Techno-Commercial score will be arrived at by adding both Technical Score & Commercial Score with a weightage of **70%** for Technical Score and **30%** for Commercial score as detailed below. In the example given below it is presumed that all vendors have scored 20 in experience, CBS integration, feedback etc. The successful bidder will be the one whose Techno-Commercial score will be rated as the highest (H1). In this example Bidder "B" emerges as H1 (Highest Rated).

Bidder	Technical Score with 70% weightage (Presuming that all vendors have scored 20 in experience, CBS integration, feedback etc )-(T)	Commercial Score with 30% weightage (C)	Techno-Commercial Score = T +C	Result
A	$24.53+20=44.53$	24	68.53	The Fourth Highest Rated Bid
B	$49.06+20=69.06$	27.69	96.75	The Highest Rated Bid
C	$39.25+20=59.25$	20	79.25	The Third Highest Rated Bid
D	$29.44+20=49.44$	30	79.44	The Second Highest Rated Bid