



इंडिया एस.एम.ई सर्विसेस प्लैटफॉर्म की स्थापना, विकास व रखरखाव हेतु प्रस्ताव का आमंत्रण
**REQUEST FOR PROPOSAL (RFP) FOR SETTING UP, DEVELOPMENT AND MAINTAINENCE OF
"INDIA SME SERVICES PLATFORM"**

(निविदा सं: UV/15062020/OUT/05997 दिनांक 15 जून 2020)
(RFP No: UV/15062020/OUT/05997 dated 15th June 2020)

CLARIFICATIONS

1. Bid Submission date

- Considering the present COVID-19 pandemic situation and requests received from prospective bidders for extension in bid submission timelines, the bid submission date has been extended as per details given below.

बोली जमा करने की अंतिम तिथि/ Last date for submission of bids	24 th July 2020	सायं 5:00 बजे तक by 5:00 PM
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2. Implementation Timelines (Sec 4.5 of RfP document)

- Considering the requests received from prospective bidders, the timelines for implementation of project stands modified as given below:

Existing clause as per RfP	Revised clause
<p>The proposed evolving platform shall be made live within 04 Months from the effective date of contract (as per the defined Scope of Work) to the satisfaction of SIDBI or as agreed by SIDBI.</p> <p>The consultant may propose a phased delivery approach for a faster ROI realization as part of its approach & methodology.</p>	<p>The proposed evolving platform shall be delivered in phased manner as under:</p> <p>Phase-I (04 months): focusing on development of the platform integrated with other existing platforms with delivery of a Minimum Viable Product.</p> <p>Phase-II (02 months): focusing on other integrations and value-added services.</p> <p>The consultant is expected to propose a phased delivery approach for a faster ROI realization as part of its approach & methodology.</p>

3. Eligibility Criteria

- Keeping in view the revised definition of MSMEs w.e.f July 01, 2020 as notified by Govt. of India and in order to promote wider participation by MSMEs, the following parameters of eligibility criteria at Sec 5 of said RfP stands modified as given below:

S.No (as per RfP)	Existing Criteria as per RfP	Revised Criteria
3	Revenue level of Rs. 100 crore & above for last 2 FYs (FY 2018-19 and FY 2019-20) from application software development and IT maintenance operations	Revenue level of Rs. 10 crore & above for last 2 FYs (FY 2018-19 and FY 2019-20) from application software development and IT maintenance operations
4	The Bidder should have Positive net worth (tangible) of Minimum Rs. 20 crore as on 31st March 2020 Net worth 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).	The Bidder should have Positive net worth (tangible) of Minimum Rs. 5 crore as on 31st March 2020 <i>Net worth 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).</i>
6	The Bidder should have global experience in working on digital solutions for SMEs	This eligibility criterion has been removed.

- Bidders may ensure to submit their response to Minimum Eligibility Criteria [Annexure III of said RfP] as per the abovementioned revised parameters.

4. Evaluation of Technical Bids (Sec 6.2.5 of said RfP)

- In view the change in parameters of the eligibility criteria as above, the evaluation parameters of technical bids stand modified as given below:

S.No.	Particulars	Weightage as per RfP	Revised Weightage
A	Global / Indian Experiences and credentials in working with Banks / FIs / NBFCs / Fintechs / Government Institutions for development, implementation and maintenance of a digital platform (preferably for MSME domain) (Max – 10 Marks) <ul style="list-style-type: none"> No Credentials – 0 Marks 1 Credentials – 5 Marks 2 Credentials – 7 Marks 3 & More Credentials – 10 Marks 	10	10
B	Experience in developing a national/ state reckoned portal, preferably for financial and non-financial services/linkages	10	10

	<p>(Max – 10 Marks)</p> <ul style="list-style-type: none"> • No Credentials – 0 Marks • 1 Credentials – 5 Marks • 2 Credentials – 7 Marks • 3 & More Credentials – 10 Marks 		
C	<p>Experience and credentials in working in the SME space in India (Max – 10 Marks)</p> <ul style="list-style-type: none"> • >10 Yr - 10 Marks • 5-10 Yr – 5 Marks • 3 – 5 Yr – 3 Marks • <3 yr – 0 Marks 	10	10
D	<p>Experience in establishing and running cybersecurity, digital and development delivery centers in India (Max – 10 Marks)</p>	10	10
E	<p>Proposed Approach and Methodology (Presentation to be made by the Bidder) (Max – 40 Marks)</p>	40	40
E(i)	<p>Understanding of the scope of the assignment demonstrated in the response to the RFP</p> <ul style="list-style-type: none"> ○ 10 marks for Highly satisfactory ○ 7 marks for satisfactory ○ 5 marks for moderately satisfactory ○ 0 marks for below satisfactory 		
E(ii)	<p>Overall approach and methodology proposed for the entire scope of work</p> <ul style="list-style-type: none"> ○ 20 marks for Highly satisfactory ○ 15 marks for satisfactory ○ 10 marks for moderately satisfactory ○ 0 marks for below satisfactory 		
E(iii)	<p>Tools, techniques, standard operating procedures, best practices including value add proposition to be adopted in the approach to make the mother platform feasible and sustainable</p> <ul style="list-style-type: none"> ○ 10 marks for Highly satisfactory ○ 7 marks for satisfactory 		

	<ul style="list-style-type: none"> ○ 5 marks for moderately satisfactory ○ 0 marks for below satisfactory 		
F	<p>Proposed Team Profile and deployment (based on the CV of the Team Leaders, Subject Matter Experts, resource personnel etc.)</p> <ul style="list-style-type: none"> (a) Experience and profile of the key personnel assigned which includes Team Leader, team members, etc. (b) Experience and profile of Subject Matter Experts (c) Team deployment plan <p>(Max – 10 Marks)</p>	10	10
G	<p>Plan for transfer of capabilities and knowledge and change management</p> <ul style="list-style-type: none"> (a) Knowledge transfer plan of built capabilities (b) Plan for training and hand-holding of key teams (c) Sustainability plan <p>(Max – 10 Marks)</p>	10	10

- Bidders may ensure to submit their response to Technical Bid [Annexure IV of said RfP] as per the abovementioned revised parameters.

5. Annexure XVIII (Conformity of Hardcopies)

Annexure XVIII format was inadvertently missed out in said RfP. Same is annexed herewith.

Annexure XVIII – Conformity of Hardcopies
(To be submitted on Bidder’s letter head)

Date: _____

The General Manager,
Udyami Mitra Vertical
Small Industries Development Bank of India,
3 rd Floor, Atma Ram House, 1, Tolstoy Marg
New Delhi - 110001

Dear Sir,

Conformity of Hardcopies

Request for Proposal for Setting Up, Development and Maintenance of India SME Services Platform
RfP No. _____ dated _____

We, the undersigned bidders, having read and examined bid along with terms & conditions the aforesaid RfP document, issued by SIDBI and hereinafter referred as ‘bank’ do hereby covenant, warrant and confirm as follows.

The soft copies of the proposal submitted by us in response to the RFP and the related addendums and other documents including the changes made to the original tender documents issued by the Bank, conform to and are identical with the hard-copies of aforesaid proposal submitted by us, in all respects.

Date
Place

Signature of Authorised Signatory:
Name of the Authorised Signatory:
Designation:
Name of the Organisation:
Seal:
