

Corrigendum-2 to GeM Bid ref. no GEM/2024/B/5449770 dated 30/09/2024 for Selection of Consultant for Providing Consultancy Services to augment the business in liability segment with primary focus on CASA deposits in Canara bank.

It is decided to amend the following in respect of the above RFP:

a. GeM bid document (Bid End date/ Bid Opening Date, Page no. 1 of 7):

Description	Existing details	Amended details
Bid End Date/Time	08/11/2024, 15:00:00	<u>12/11/2024</u> , 15:00:00
Bid opening Date/Time	08/11/2024, 15:30:00	<u>12/11/2024</u> , 15:30:00

b.

Sl. No	Section/Annexure/Appendix of GeM Bid	Clause No.	Existing Clause	Amended Clause
1.	Section C Deliverable and Service Level Agreements	3. Payment Terms	Entire Clause	Amended Payment Terms
2.	Section G - General Conditions	15. Business Continuity Plan	15.1. The service provider/vendor/ Bidder shall develop and establish a robust Business Continuity and Management of Disaster Recovery Plan if not already developed and established so as to ensure uninterrupted and continued services to the Bank and to ensure the agreed upon service level.	This clause stands deleted.
3.	Section G - General Conditions	15. Business Continuity Plan	15.2. The service provider/vendor/ Bidder shall periodically test the Business Continuity and Management of Disaster Recovery Plan. The Bank may consider joint testing and recovery exercise with the Service provider/vendor.	This clause stands deleted.
4.	Annexure-2 Pre-Qualification Criteria	Sl. No. 10	Pre-Qualification Criteria: The bidder should have experience in providing consultancy services in the area of CASA/Liability segment for at least 1-year	Pre-Qualification Criteria: The bidder should have experience in providing consultancy services in the area of CASA/Liability segment for at least 1-year



			<p>duration in at least one public sector banks/ private sector banks in India/ Foreign Banks having branches in India during last three Financial years (i.e., 2021-22, 2022-23 and 2023-24).</p> <p>Documents to be submitted In compliance with Pre-Qualification Criteria: The bidder should submit Satisfactory performance certificate from clients / Contract with client for the services offered.</p>	<p>duration in at least one public sector banks/ private sector banks in India/ Foreign Banks having branches in India during last <u>five</u> Financial years (i.e., <u>2019-20, 2020-21, 2021-22, 2022-23 and 2023-24</u>).</p> <p>Documents to be submitted In compliance with Pre-Qualification Criteria: <u>The bidder should submit relevant purchase order/work order / engagement letter along with reference letter / satisfactory letter/ completion certificate/ email confirmation from the client, duly mentioning the details of the services.</u></p>
5.	Annexure-10 Technical Evaluation Criteria	Entire Annexure	Existing Annexure-10 Technical Evaluation Criteria	Amended Annexure-10 Technical Evaluation Criteria
6.	Annexure-15 Bill of Material	Entire Annexure	Existing Annexure-15 Bill of Material	Amended Annexure-15 Bill of Material

All the other instructions and terms & conditions of the above RFP shall remain unchanged.

Please take note of the above amendments while submitting your response to the subject RFP

Date: 04/11/2024
Place: Bengaluru


Deputy General Manager



3. Payment Terms

3.1. All payments shall be released directly by the Bank to the bidder except as otherwise provided in the tender. All payments by the Bank will be effected in Indian Rupees. TDS will be deducted as applicable. Subject to any deductions from the Contract price as per Contract, the Bidder shall be entitled to receive the contract price in the following manner after accomplishment of assigned tasks:

Phases	Payment on completion of Activities	Overall Phase-wise payment on completion of deliverables.(Deliverables within each Phase to be completed as per Table-I below).
Phase 1	<p><u>Diagnostics & Design Phase</u> Formation of teams and setting up PMO-Transformation Office. Study, assessment, and analysis to be conducted and accordingly long term as well as short term strategic roadmap to be formulated with well-defined timelines.</p>	<p>10% of the Cost mentioned as per Table-A of Annexure 15(Bill of Material)</p>
Phase 2	<p><u>Execution, Implementation & Drive Phase</u> Execution of the strategies formulated in the 1st phase, launching of initiatives, integration with existing ecosystem ensuring quality and regulatory compliances. Setup teams to drive continuous innovation in products/processes and implementation. Change management & driving the adoption of initiatives/changes. Setup Governance model & escalation metrics to drive timely projects, Periodical review and assessment of the strategies and fine tuning/revamping the strategies wherever required</p>	<p>80% of the Cost mentioned as per Table-A of Annexure 15 (Bill of Material)</p>



Phase 3	<p>Knowledge Transfer & Handover Phase Create Knowledge Bank and train Bank staff for future continuity and management. Knowledge transfer and training on change management, project handling to ensure seamless future continuity</p>	10% of the Cost mentioned as per Table-A of Annexure 15 (Bill of Material)
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Table-I

S. No	Phase	Milestones/Key Activities	Deliverables	Indicative timeframe from the Acceptance of PO (T)	Payment (From the Total Cost mentioned as per Table-A of Annexure 15 (Bill of Material))
1.	Diagnostics and Design Phase.	1. Diagnostic and Benchmarking	<ul style="list-style-type: none"> • Mobilisation of Team (Within 7 days of SLA execution) • SWOT Analysis and assessment of the bank's current product offerings (Current Accounts, Transaction Banking, Savings Accounts including customer service platforms, wealth management and Non-Resident Indian services) as well as its processes, technology and organizational structure. • Evaluation of delivery operating models • Comparison with top banks and industry leaders along with gap analysis. • Evaluation of the profitability of existing products. 	T+1 months	5%

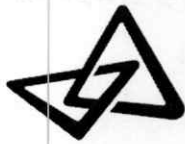


				<ul style="list-style-type: none"> Evaluation of products and initiatives in pipeline. 		
		2.	Strategy for Transformation of CASA and Business Build.	<ul style="list-style-type: none"> Conducting surveys on customer satisfaction etc. and incorporating the observations in future planning process. Develop a strategy for significant growth in Current and Savings Accounts (CASA) to increase the bank's market share, attracting NTB Customers. Strategy for reducing customer attrition, targeting ETB Customers. Strategy for enhancing account balances. Create strategies to leverage our network for CASA growth, focusing on tier II, III, IV and V locations. Develop value propositions tailored for various customer segments. Design business models like Wealth Management Service offering etc. Identify potential locations and outline geographic strategy. Streamlining the design of products and initiatives in pipeline wherever required and assisting in launch. 	T+2 Months.	5%
2.	Execution, Implementation and Drive Phase.	3.	Designing Product and Process	<ul style="list-style-type: none"> Finalisation of products already in pipeline with necessary approvals and ensuring process design/redesign aligns with updated digital journeys. 	T+3 Months	5%

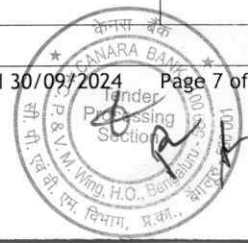


			<ul style="list-style-type: none"> • New product and process design (For stage 1 to 4) • Strategy for Introduction of Change Management. • Strategy formulation and assisting bank in Networking and building brand tie-ups for more attractive propositions/offers for customers. 		
		4. Strategy for roll out of business levers for growth (product, process and business models)	<p><u>Stage 1-ETB Focus</u></p> <ul style="list-style-type: none"> • Study and wherever necessary, suggest revamping the roles and responsibilities of Relationship Managers/CRM, including performance metrics, review processes and ownership structure. • Study and wherever necessary, suggest revamping the processes related to Liability products and associated services ensuring process redesign aligns with updated digital journeys. • Strategy formulation for assisting bank in networking and Building Brand Tie ups - more attractive propositions/offers for customers. • Finalisation of products already in pipeline with necessary approvals. • <u>The strategy for rolling out business levers for growth—including product, process, and business model enhancements—requires the consultant to finalize</u> 	T+5 Months	7.5%





			<p><u>1 primary product and an additional 1-2 products or processes for liability offerings. These should be either in pilot or full-scale form, with all necessary approvals. Additionally, the process design/redesign must align with updated digital journeys, aiming for a complete rollout within 4 months.</u></p> <ul style="list-style-type: none"> • Devise strategy for driving growth and results from the projects launched till T+3 months. 		
5.			<p>Stage 2-NTB Focus</p> <ul style="list-style-type: none"> • <u>In Stage 2-NTB Focus, the consultant must finalize one product along with one or two additional products or processes related to liability products, ensuring that these are either on pilot or full scale as needed, and obtaining the necessary approvals. The process design or redesign should align with the updated digital journeys, with the rollout to be completed within four months.</u> • Devise strategy for driving growth and results from the projects launched till T+5 months. • Explore and design new delivery channels. 	T+8 Months	7.5%
6.			<p>Stage-3 -Network expansion and Delivery Channel Focus</p> <ul style="list-style-type: none"> • 1-2 Year Network expansion road map 	T+10 months	7.5%



			<p>(Branch, ATM, Digital etc.) including identification of potential locations.</p> <ul style="list-style-type: none"> In Stage 3, which focuses on network expansion and delivery channels, the consultant is tasked with finalizing one liability product along with either one or two additional products or processes related to untapped segments and markets. This will include the development of a new business model, subject to necessary approvals, while ensuring that the process design or redesign aligns with the updated digital journeys. The rollout is to be completed within four month. Devise strategy for driving the performance under Launched products and initiatives till T+8 months. 		
7.	Strategy for roll out of business levers for growth (product, process and business models)	<p>Stage 4-Overall Business Focus</p> <ul style="list-style-type: none"> Finalisation of 2 products/ 3 processes/ 2 New Business Model related to Liability products including untapped segments/markets. (on pilot and/or full scale as applicable) with necessary approvals and ensuring process design/redesign aligns with updated digital journeys. 	T+12 months	10%	



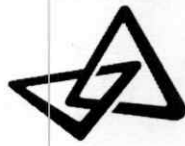


			<p>(Rollout to be completed in 4 months).</p> <ul style="list-style-type: none"> Devise strategy and finalisation of Full scale implementation of Business/operational Models under pilot under stage 1 & 2, with necessary approvals and ensuring process design/redesign aligns with updated digital journeys. (Rollout to be completed in 4 months). Devise strategy for driving performance under Launched products and initiatives till T+10 months. 		
8.	Review and Rework		<p>Stage 5</p> <ul style="list-style-type: none"> Review of the steps taken so far, performance and results evaluation. Product and process design (for stages 6 to 9) Conducting surveys on Customer satisfaction etc. and incorporating the observation in future planning process. Devise strategy for driving the performance under launched products and initiatives till T+11 months. 	T+13 Months	7.5%
9.	Strategy for roll out of business levers for growth (product, process and business models)		<p>Stage 6</p> <ul style="list-style-type: none"> Re-aligning the strategy based on the ideas and observations of review and rework stage. Finalisation of 3 products/ 2 processes/ 2 New 	T+15 months	7.5%



			<p>Business Model related to Liability products including untapped segments/markets. (on pilot and/or full scale as applicable) with necessary approvals and ensuring process design/redesign aligns with updated digital journeys. (Rollout to be completed in 4 months).</p> <ul style="list-style-type: none"> • Devise strategy and finalisation of Full-scale implementation of Business/operational Models under pilot under stage 3 & 4, with necessary approvals and ensuring process design/redesign aligns with updated digital journeys. (Rollout to be completed in 4 months). • Devise strategy for driving the performance under launched products and initiatives till T+13 months. 		
10	Strategy for roll out of business levers for growth (product, process and business models)	<p>Stage 7</p> <ul style="list-style-type: none"> • Implementation of ideas and observations in review and rework stage. • Finalisation of 2 products/ 3 processes/ 2 New Business Model related to Liability products including untapped segments/markets. (on pilot and/or full scale as applicable) with necessary approvals and ensuring process design/redesign aligns 	T+18 Months	10%	





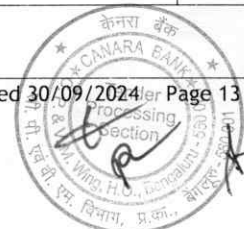
			<p>with updated digital journeys. (Rollout to be completed in 4 months).</p> <ul style="list-style-type: none"> Devise strategy and finalisation of Full scale implementation of Business/operational Models under pilot under stage 4 & 5, with necessary approvals and ensuring process design/redesign aligns with updated digital journeys. (Rollout to be completed in 4 months). Devise strategy for driving the performance under launched products and initiatives till T+16 months. 		
	11		<p>Stage 8</p> <ul style="list-style-type: none"> Devise strategy and finalisation of Full scale implementation of Business/operational Models under pilot under stage 5, 6 & 7 with necessary approvals and ensuring process design/redesign aligns with updated digital journeys. (Rollout to be completed in 2 months). Finalisation of 2 products/ 3 processes/ 2 New Business Model related to Liability products including untapped segments/markets. (on pilot and/or full scale as applicable) with necessary 	T+21 Months	10%



			<p>approvals and ensuring process design/redesign aligns with updated digital journeys. (Rollout to be completed in 2 months).</p> <ul style="list-style-type: none"> • Devise strategy for driving the performance under launched products and initiatives till T+19 months. • Review of the steps taken so far, performance and results evaluation. 		
12	Review and Rework With Strategy for roll out of business levers for growth (product, process and business models)		<p>Stage 9</p> <ul style="list-style-type: none"> • SWOT Analysis and Assessment of the bank's current product offerings as well as its processes, technology and organizational structure. • Comparison with top banks and industry leaders along with a gap analysis. • Evaluation of the profitability of existing products. • Conducting surveys on customer satisfaction etc. and incorporating the observations in future planning process. • Devise strategy and finalisation of Full-scale implementation of Business/operational Models under pilot under stage 6,7 & 8, with necessary approvals and ensuring process design/redesign aligns with updated digital journeys. (Rollout to be completed in 2 months). 	T+22 months	7.5%



				<ul style="list-style-type: none"> Devise strategy for driving the performance under launched products and initiatives till T+20 months. 		
3	Knowledge Transfer and Handover Phase.	13	Knowledge Transfer and staff training for future continuity.	<ul style="list-style-type: none"> For each of the above milestones, the consultant will be responsible for creating detailed documentation and conducting knowledge sessions for smooth handover of: <ul style="list-style-type: none"> - Comprehensive diagnostic report - Transfer of all analytical and operational models developed. - handover of all SOPs and operating model documents created Delivery of all dashboards for monitoring and project management office (PMO) purposes. 	T+24 months	10%
		14	Future Roadmap planning.	<ul style="list-style-type: none"> Implementation of ideas and action on observations in review and rework under stage-8 Devise strategy and finalisation of Full scale implementation of Business/operational Models under pilot under stage 7,8 & 9, with necessary approvals and ensuring process design/redesign aligns with updated digital journeys. (Rollout to be completed in 2 months). Devise strategy for driving the performance under launched products and 		



				<p>initiatives till T+22 months.</p> <ul style="list-style-type: none"> • Future Roadmap planning based on the observations of analysis and study undertaken during stage 8. 		
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- 3.2. It is understood and agreed by the bidder that the Bank shall have the right and discretion to decide and make judgment that there is lack of performance and fulfilment of the bidder obligation laid down in the RFP or any other ancillary document or requirements.
- 3.3. Payment to the Consultant will be made subject to satisfaction of the Bank regarding the above deliverables based on the defined scope, after deducting applicable taxes as per applicable laws of land.
- 3.4. No special pay, allowance or freight expenses will be paid by the Bank except fees to the Consultant. The Consultant shall bear all the expenses.
- 3.5. No additional expenses, whatsoever, would be paid over and above that prescribed above (except otherwise agreed by the Bank). The bills will be submitted to the Bank and payment thereof shall be made directly to the corporate account of the Consultant.
- 3.6. All expenses, stamp duty and other charges / expenses in connection with execution of this Agreement shall be borne by Consultant alone.
- 3.7. The selected bidder has to submit documentary proof for completion of activities, duly signed by the Canara Bank officials in originals while claiming payment.
- 3.8. The bank shall finalize Acceptance format mutually agreed by the selected bidder. The selected bidder shall strictly follow the mutually agreed format and submit the same while claiming payment.
- 3.9. The Bank will not pay any amount in advance.
- 3.10. Payment shall be released within 30 days from submission of relevant documents as per RFP terms.
- 3.11. The payments will be released through NEFT/RTGS after deducting the applicable LD/Penalty if any, TDS, centrally by Head Office at Bengaluru and the selected bidder has to provide necessary Bank Details like Account No., Bank's Name with Branch, IFSC Code etc.

Amended Annexure-10
Technical Evaluation Criteria

SUB: Selection of Consultant for providing consultancy services to augment the business in liability segment with primary focus on CASA deposits in Canara Bank.

Ref: GEM/2024/B/5449770 dated 30/09/2024.

Technical bids will be subjected to following evaluation process. The eligible bidders will be required to give a presentation to the bank for technical evaluation.

Sl. No.	Criteria Description	Rules for awarding points	Max. Points								
1.	<p><u>Expertise and Demonstrated Capability:</u></p> <p>The bidder must have experience in having executed/completed banking related consulting projects, with a minimum duration of 12 months with public sector Banks/public sector financial institutions/private sector banks in India in the past 5 years as on 31/03/2024. (i.e., 2019-20, 2020-21, 2021-22, 2022-23 and 2023-24).</p> <p><u>Document to be submitted:</u></p> <p>The bidder should submit relevant purchase order/work order / engagement letter along with reference letter / satisfactory letter/ completion certificate/ email confirmation from the client, duly mentioning the details of the services.</p>	<table border="1"> <tr> <td>8 or more projects in the last 5 years</td> <td>20</td> </tr> <tr> <td>5 to 7 projects in the last 5 years.</td> <td>15</td> </tr> <tr> <td>2 to 4 projects in the last 5 years.</td> <td>10</td> </tr> <tr> <td>1 project in the last 5 years</td> <td>5</td> </tr> </table>	8 or more projects in the last 5 years	20	5 to 7 projects in the last 5 years.	15	2 to 4 projects in the last 5 years.	10	1 project in the last 5 years	5	20
8 or more projects in the last 5 years	20										
5 to 7 projects in the last 5 years.	15										
2 to 4 projects in the last 5 years.	10										
1 project in the last 5 years	5										
2.	<p>Experience in providing consultancy and demonstrated capability in having executed/completed/ongoing projects of similar nature (CASA/Liability focused) with public sector banks/public sector financial institution/private sector banks in India or global Banks in the past 5 years as on 31/03/2024. (i.e., 2019-20, 2020-21, 2021-22, 2022-23 and 2023-24).</p> <p>Similar (CASA/Liability focused) projects for business transformation means projects involving any of the below:</p> <ol style="list-style-type: none"> 1. New products launched or existing products revamped. 2. New process introduced or existing 	<table border="1"> <tr> <td>5 or more projects in the last 5 years</td> <td>15</td> </tr> <tr> <td>3 to 4 projects in the last 5 years.</td> <td>10</td> </tr> <tr> <td>2 projects in the last 5 years.</td> <td>5</td> </tr> <tr> <td>1 project in the last 5 years</td> <td>3</td> </tr> </table>	5 or more projects in the last 5 years	15	3 to 4 projects in the last 5 years.	10	2 projects in the last 5 years.	5	1 project in the last 5 years	3	15
5 or more projects in the last 5 years	15										
3 to 4 projects in the last 5 years.	10										
2 projects in the last 5 years.	5										
1 project in the last 5 years	3										



	<p>process revamped.</p> <p>3. Go-to-market and operating model improvements.</p> <p>4. Sales force effectiveness to drive business growth.</p> <p>5. Liabilities Strategy</p> <p>6. Customer retention and engagement.</p> <p>7. Customer Service Improvements</p> <p>Document to be submitted:</p> <p>The bidder should submit relevant purchase order/work order / engagement letter along with reference letter / satisfactory letter/ completion certificate/ email confirmation from the client, duly mentioning the details of the services.</p>		
2.	<p>Resources:</p> <p>Experience of resources (i.e. Project Lead and Team Manager, Senior Consultant, Junior Consultant etc. proposed to be deployed in the project)</p> <p>Experience will be considered if the Project Lead / Team Manager and 50% of team members have provided consultancy services with minimum experience of 3 years in similar (CASA/Liability focused) projects for business transformation projects for Public Sector Banks / Private Sector Banks/BFSI in the last 10 years</p> <p>Document to be submitted:</p> <p>Letter from HR/company secretary and relevant certificate to be submitted. (Resource with more than two years of experience will only be considered)</p>	<p>3 Senior Resources Experience (Marks for each resource)</p> <p>➤ >=7 Years but < 10 Years - 4 Marks</p> <p>➤ >=5 Years but < 7 Years - 3 Marks</p> <p>➤ >=3 Years but < 5 Years - 2 Marks</p> <p>4 Junior Resources (Marks for each resource)</p> <p>➤ >=5 Years - 2 Marks</p> <p>➤ >=4 Years but < 5 Years - 1.5 Marks</p> <p>➤ >=3 Years but < 4 Years - 1 Marks</p>	20
5.	<p>Bidder's Existence in the market:</p> <p>The Bidder should have been in operation in India for last five years as on RFP date.</p> <p>Documents to be submitted:</p> <ul style="list-style-type: none"> • Copy of Certificate of LLP registration. (or) • Copy of certificate of incorporation and certificate of commencement of business in case of Public Limited 	<p>2 Mark for every completed additional year over and above 5 years</p>	10



	company. (or) • Certificate of Incorporation in case of private limited company issued by the Registrar of companies.		
6.	Presentation: Presentation representing proposed implementation plan about the detailed approach/ methodology to be adopted for delivering the project milestones and other program deliverables. It should also cover bidder's past experience & citations. (Maximum duration for presentation - 45 minutes)	Points will be assigned by an internal committee based on the methodology, work plan, team composition and presentations. As per Table P-1	35
	Total Marks		100

Bidders who score minimum 70% marks on the technical evaluation criteria as mentioned above will only be considered for commercial bid. The Commercial bids of the applicants with technical marks less than 70% will not be considered for commercial/financial evaluation.

Bidders achieving the minimum passing mark 70% will be considered eligible for Commercial evaluation process.

Presentation of proposal:

Canara Bank will schedule the presentations and intimate the time and locations to the bidders. Failure of a bidder to complete a scheduled presentation may result in the rejection of that Bidder's proposal.

Table P-1

Sl. No.	Presentation Agenda	Details	Max Marks
1	Quality of understanding of the scope of the engagement demonstrated in response to the RFP.	1. Understanding context of the Bank (across both ETB and NTB liabilities) and potential impact and outcomes of the engagement. 2. Understanding the market trends in India and Indian Public/private sector Banks relevant to the engagement. 3. Demonstration of specific ideas and actions which can be implemented based on understanding of starting position and operating context for the Bank.	5
2	Approach, Methodology, Work-plan and expected outcome.	1. Case studies related to RFP. 2. Completeness and robustness of approach and methodology demonstrated in response to this RFP. 3. Outline of Activities/tasks/initiatives and project planning. 4. Milestones/Timelines for completing different activities.	15



		5. Innovativeness of proposed initiatives and tools/methodologies to be deployed to accelerate impact, with a focus on use of next-gen technologies such as Gen AI. 6. Expected outcomes and detailed list of deliverables.	
3	Change Management	Roadmap for process revamp and handling of scenarios resulting from changes implemented in existing products/processes or new products/processes introduced. (Consultant's plan and methodology for handling change related scenarios to avoid any operational, reputational and other risks involved.	5
4	Transfer of knowledge	Roadmap for transfer of analytical tools, engagement platform etc., at the time of de boarding.	10
Maximum Marks for Presentation			35

Terms & Conditions

- a. Bank reserves the right to conduct interviews of the proposed team members.
- b. In case of absence of the allotted resource, the standby should perform the job of the absentee.
- c. Bank may reject such manpower if bank is not satisfied with his/her performance.

Date:

Signature with seal

Name:

Designation:



Amended Annexure-15
Bill of Material

SUB: Selection of Consultant for providing consultancy services to augment the business in liability segment with primary focus on CASA deposits in Canara Bank.

Ref: GEM/2024/B/5449770 dated 30/09/2024.

<u>Notes</u>
<ol style="list-style-type: none"> 1. These details should be on the letterhead of Bidder and each & every page should be signed by an Authorized Signatory with Name and Seal of the Company. 2. The base location for the project execution would be Bangalore. 3. Please be guided by RFP terms, subsequent amendments and replies to pre-bid queries (if any) while quoting. 4. Do not change the structure of the format nor add any extra items. 5. No counter condition/assumption in response to commercial bid will be accepted. Bank has a right to reject such bid.

Table - A
Cost for providing consultancy services (Including resources deployed).
[Amount in Rupees]

Sl. No.	Project name	Consultancy Fee/ charges including resource cost for two years (excl. of taxes)	Tax for Column a		Total Consultancy Fee/ charges including resource cost for two years (incl. of taxes)
			Tax %	Tax Amt	
		a	b	c=a*b	d=a+c
1.	Cost of Consultancy service including the cost of resources deployed for augmenting the business in liability segment with primary focus on CASA as per Scope of Work Annexure-9 for a period of two years.				
Total cost of ownership (TCO) for Consultancy services including resource cost for two years					

- The price quoted above will only be considered for arriving the TCO value. The bidders are requested to punch the TCO value in GeM portal.



Table - B

Resources cost details deployed for Consultancy Services as mentioned in Table A of this annexure.

[Amount in Indian Rupees]

Sl No	Item Details*	Charges Per mandays (Excl. of Taxes)	No. of mandays per resource#	No. of resource	Total Cost of resources (Excl. of Tax)	Tax for Column d		Total Cost of resources (Incl. of Tax)
		a	b	c	d=a*b*c	% of Tax	Tax amt	g=d+f
1	Project Lead		365*2					
2	Senior Consultant		365*2					
3	Consultant		365*2					
4	Any Other (Specify)		365*2					
	Total Cost							

*The Bidder should adhere to clause 4.2 and 4.3 of section G while deploying the resources to work under this project. The charges quoted above shall be fixed for the entire contract period. Bank at its discretion may avail the services of additional resources (Tasks beyond what is given in the current scope of work) at the above mentioned rate whenever required during the Contract period. **However, the actual additional utilization of resources will be as per Banks discretion. Payment will be released as per actual utilization.**

Undertaking

- Bill of material is submitted on the letter head and is signed by an Authorized Signatory with Name and Seal of the Company.
- We confirm that we have gone through RFP clauses, subsequent amendments and replies to pre-bid queries (if any) and abide by the same.
- We have not changed the structure of the format nor added any extra items. We note that any such alternation will lead to rejection of Bid.
- We agree that no counter condition/assumption in response to commercial bid will be accepted by the Bank. Bank has a right to reject such bid.
- We are agreeable to the payment schedule as per "Payment Terms" of the RFP.

Date:

Signature with seal

Name:

Designation:

