

Response to Pre-bid Queries-2

Tender for Set up of Project Management Unit (PMU) for implementation of Punjab State Data Policy and Integration Platform

SN	Tender Clause No.	Pg. No.	Tender Clause detail	Amendment Sought / Suggestion	Justification	Response
1	Section 7. Clause 7.1.1	41	The SLA and Penalties shall be applicable as under: Non-Adherence to the timelines as mentioned in this tender - Rs. 2000/- per day per deliverable	We request to change the clause as below: Non-Adherence to the timelines (delays attributable to consultant) as mentioned in this tender - Rs. 2000/- per day per deliverable	The consultant need to work closely with the DGRPG, Department of Social Security and Development of Women and Children, Department of Local Government, Department of Employment Generation and Training and Department of Labour in ensuring compliance with the state data policy, which may require deep dive into understanding the existing data systems, business processes and overall service delivery framework. There is a lot of dependency on the departments in providing access to systems/ data for study, business processes and service delivery framework. As per our past experience, the deliverables get delayed due to non availability of required data. We request to accept the revised clause.	As per RFP
2	Section 7. Clause 7.1.2	41	7.1.2. The maximum penalty shall be capped to 20% of the quarterly/deliverable invoice value, as the case may be. After this limit is reached, a letter of warning shall be issued and the Purchaser reserves the right to terminate the contract for default.	7.1.2. The maximum penalty shall be capped to 10% of the quarterly/ deliverable invoice value, as the case may be. After this limit is reached, a letter of warning shall be issued and the Purchaser reserves the right to terminate the contract for default.	As per Standard Practice, penalty should be capped at 10% of total contract value.	As per RFP
3	Section 5.3.2 Sr. No. 5	17	ISO 9001 Certificate The bidder possesses ISO 9001 certification which should be valid as on 31.12.2023: 5 Marks	ISO 9001 Certificate The bidder possesses ISO 9001 certification which should be valid as on date of bid submission : 5 Marks	The certificate should be valid on date of submission of bid else the same is invalid. Criteria should be changed.	Please refer to Corrigendum

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4	Section 5.3.2 Sr. No. 9	18	<p>Net worth: The bidder has a positive net worth in the minimum three years out of last five financial years i.e. 2017-2018, 2018-2019, 2019-2020, 2020-2021 and 2021-2022:</p> <ul style="list-style-type: none"> any three FYs : 5 Marks any four FYs : 8 Marks All five FYs :10 Marks 	<p>Net worth: The bidder has a positive net worth in the minimum three years out of last five financial years i.e. 2018-2019, 2019-2020, 2020-2021, 2021-2022, 2022-23:</p> <ul style="list-style-type: none"> any three FYs : 5 Marks any four FYs : 8 Marks All five FYs :10 Marks 	The network of the years for which turnover is getting evaluated should be evaluated under this criteria. Financial Years should be changed inline to criteria	As per RFP
5	Section 8. Payment terms Clause 8.1.2	42	<p>The Service provider shall raise deliverable based invoices for Deliverable 1 to 6, after completion and sign off of each deliverable. For deliverable 7, the invoices shall be raised at the end of each quarter. Payments shall be based purely on the rates quoted for the relevant deliverable in the Table 1 of the financial bid.</p>	<p>Changing Payment Milestones to Time and Material. The payment shall be released on monthly basis (Total Quoted price / 36).</p>	<p>The current RFP structure incorporates a hybrid approach, combining payment milestones tied to deliverables up to the RFP Preparation stage, after which it transitions to a Time and Material model. The involvement of multiple departments in stakeholder consultations for data collection has historically led to delays, often stemming from stakeholder unavailability and data-related challenges. The existing RFP model imposes significant penalties on the bidder due to these delays. We propose a modification to the payment milestones, shifting entirely to a Time and Material framework to better align with the project's dynamics.</p>	As per RFP
6	6.9 Resource Requirement	39	<p>The above-mentioned resources (except Procurement Expert) are to be deployed on site in the office of the Purchaser for the Currency of the Contract within 30 days from the date of award of contract. The Procurement Expert can be deployed at the time of relevant deliverables. Purchaser reserves the right to deploy any of the resources as per the need of the project in the allied departments.</p>	<p>Request to clarify that whether the resources required are to be deployed full time or as on deliverable basis</p>	<p>This clause is contradictory to the other clauses of resource deployment i.e. 6.9.1 - (Following are the minimum set of resources to be engaged by the Successful bidder to accomplish the assignment. The deployment plan submitted as part of pre qualification bid should be aimed towards achieving the milestones / deliverable within targeted timelines as mentioned in this tender) and format for financial proposal.</p>	<p>This is to clarify that the resources (except Procurement Expert) are to be deployed full time on site in the office of the Purchaser for the Currency of the Contract.</p>

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7					<p>We would like to thank you for the responses to the pre-bid queries and the respective corrigendum. Based on the analysis of the RTQ document uploaded which consists of queries by all the firms, we would like to bring to your kind attention and consideration a very important aspect regarding the overall evaluation criteria. The evaluation criteria has been specified as L1 (Least Cost) as against QCBS in the corrigendum. We would like to bring to your kind attention that 4 out of the 5 firms that submitted the queries had proposed QCBS evaluation. The same was acknowledged by DGR and well received during the pre-bid meeting as well.</p> <p>We humbly submit that, as this is a flagship and critical project for the State which includes data policy, data privacy, data integration & beneficiary management implementation, hence technical competency, relevant experience and cutting edge approach and methodology is of paramount importance. We feel that technical score should also be given more weightage along with financial score during evaluation. The L1 evaluation criteria is restricting the evaluation of quality parameters which is the essential requirement for delivering this project, and will also restrict participation from top quality firms.</p> <p>From our experience in participating in similar bids and successful delivery of similar projects across other Indian states, we can say that the evaluation criteria is generally QCBS with adequate weightage to technical competency of the firm.</p> <p>We would hence like to request you to reconsider the modification of the current evaluation criteria</p>	As per RFP
8	2 – Document Control Sheet	5	Last Date and time for submission of bids: 08/03/2024 upto 13:00 Hrs (Revised clause under Corrigendum-2)	It is requested to extend the bid submission date by atleast 2 weeks i.e. 22-03-2024		Please refer to Corrigendum
9	2 – Document Control Sheet	5	L1 with technical qualification (Revised clause under Corrigendum-2)	As this is data policy, data integration & implementation project, which is crucial to state's data privacy, so requesting to keep it as QCBS only with the weightage of Technical score as 0.80 and Financial score is 0.20 in Composite Score formula i.e. $\text{Composite Score} = (\text{Technical Score} \times 0.80) + (\text{Financial Score} \times 0.20)$		As per RFP

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10	5.3. Technical evaluation criteria	14	Technical Evaluation	It is suggested to include marks to CVs & Approach & Methodology as well		As per RFP
11	5.3.2-point 6	17	CMMI Level 5 The bidder possesses CMMI certification which should be valid on the date of bid submission: 5 Marks Or CMMI Level 3 The bidder possesses CMMI certification which should be valid on the date of bid submission: 3 Marks	It is requested that maximum marks be given to CMMI 3 certification & above.		As per RFP
12	6.9. Resource Requirements	37	Solution Architect Qualification: BE/ B.Tech/ MCA/ MSc (IT/CSE) or higher Experience: Min 10 years of IT experience with at least 3 years as Solution Architect	Solution Architect Qualification: BE/ B. Tech/ MCA/ MSc (IT/CSE) or higher Experience: Min 07 years of IT experience with at least 2 years as Solution Architect		As per RFP
13	7.1.2	41	The maximum penalty shall be capped to 20% of the quarterly/deliverable invoice value, as the case may be. After this limit is reached, a letter of warning shall be issued, and the Purchaser reserves the right to terminate the contract for default.	As per general RFP conditions, requesting for cap it to 2% of total contract value.		As per RFP
14	8.2.1: Prices and Payment Schedule	43	Payment Schedule S.No/Deliverable/Payment (%) (of the Order Value) 1.Deliverable 110% 2.Deliverable 210% 3.Deliverable 310% 4.Deliverable 410% 5.Deliverable 510% 6.Deliverable 610% 7.Deliverable 7 (8 quarters)5% every quarter	It is requested that the payment could made as follows: 28% - 4% per Deliverable 72% - 3% Monthly		As per RFP