



भारतीय लघु उद्योग विकास बैंक  
Small Industries Development Bank of India

एयरोस्पेस एवं प्रतिरक्षा क्षेत्र में हस्तक्षेप हेतु रणनीति तैयार करने और एमएसएमई इकाइयों के विकास के लिए परियोजना प्रबंध इकाई (पीएमयू) की तैनाती के लिए एजेंसी की नियुक्ति के संबंध में सिडबी पात्र बोलीकर्ताओं से मुहरबंद निविदाएँ के लिए आमंत्रण

**Request for Proposal (RFP) for Engagement of an agency for devising an intervention strategy in Aerospace & Defence (A &D) sector and deployment of Project Management Unit (PMU) for development of MSMEs**

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सिडबी टावर, 15, अशोक मार्ग, लखनऊ – 226001  
उत्तर प्रदेश

SMALL INDUSTRIES DEVELOPMENT BANK OF INDIA  
SIDBI TOWER, 15, ASHOK MARG, LUCKNOW – 226001  
UTTAR PRADESH

Web site : [www.sidbi.in](http://www.sidbi.in)

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(निविदा सं: 314/2021/1580/HO1/DCV दिनांक August 29, 2020)  
(RFP No.: 314/2021/1580/HO1/DCV dated August 29, 2020)

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**Important Information / महत्वपूर्ण सूचना**  
(RFP No.: 314/2021/1580/HO1/DCV dated August 29, 2020)

SN	कार्यक्रम / Events	विवरण/ Particular दिनांक और समय / Date & Time
1	कंपनी का नाम / Name of the Company	Small Industries Development Bank of India (hereinafter referred to as "SIDBI" or "The Bank")
2	उद्देश्य / Purpose	Engagement of an agency for devising an intervention strategy in Aerospace & Defence (A & D) sector and deployment of Project Management Unit (PMU) for development of MSMEs
3	RFP जारी करने की तारीख / Date of issuance of RFP	August 29, 2020
4	बयाना राशि / EMD	All the responses must be accompanied by a refundable interest free security deposit of <b>₹2,15,000/- (Rupees Two Lakh Fifteen Thousand only)</b>
5	आवेदन शुल्क / Application Fee	All the responses must be accompanied by a non-refundable application fee of Rs 10,000/- (Rupees Ten Thousand only)
6	बोली - पूर्व बैठक के लिये स्पष्टीकरण की मांग की अंतिम तिथि / Last date for seeking clarifications for pre-bid meeting	September 07, 2020 at 05:00 p.m.
7	बोली - पूर्व बैठक / Pre Bid meeting	September 10, 2020, at 03:00 p.m. SIDBI Tower, 15, Ashok Marg, Lucknow-226001
8	बैठक के बाद स्पष्टीकरण, यदि कोई हो / Clarification after pre-bid meeting, if any	September 14, 2020
9	संशोधन करने की अंतिम तिथि / Last Date of carrying out modification / corrigendum	September 16, 2020
10	बोली जमा करने की अंतिम तिथि / Last date for submission of bids	September 21, 2020 at 3:00 p.m. SIDBI Tower, 15, Ashok Marg, Lucknow - 226001
11	बोली जमा करने का पता / Address for Bid Submission	<b>The General Manager</b> Small Industries Development Bank of India, <b>3<sup>rd</sup> Floor, Direct Credit Vertical</b> SIDBI Tower, 15, Ashok Marg Lucknow, Uttar Pradesh – 226001 <a href="http://www.sidbi.in">www.sidbi.in</a> Phone: 0522 - 2288546-50 / 0522 - 4259700
12	पात्रता एवं तकनीकी बोली खोलने की तिथि व समय / Date & Time for Opening of Minimum Eligibility bid & technical bid	September 21, 2020 at 4:00 p.m. SIDBI Tower, 15, Ashok Marg, Lucknow - 226001
13	बोलीदाताओं द्वारा की जाने वाली प्रस्तुतियाँ / Presentation to be made by bidders to the selection committee	बाद में सूचित किया जायेगा / To be intimated at a later date.
14	वणिज्यिक बोली खोलने की तिथि व समय / Date & Time of opening of commercial bids	बाद में सूचित किया जायेगा / To be intimated at a later date.
15	बोली की वैधता / Bid Validity	बोली जमा करने की अंतिम तिथि से 180 दिन तक   180 days from the last date of bid submission.

16	सिडबी अधिकारियों के संपर्क विवरण / Contact details of SIDBI officials		
	श्री सुमिरन एल राज / Shri Sumiran Lraj 0522-4261672 <a href="mailto:sumiran@sidbi.in">sumiran@sidbi.in</a>	श्री स गणेश / Shri S Ganesh 0522-4261726 <a href="mailto:ganesh@sidbi.in">ganesh@sidbi.in</a> ,	श्री अमिताभ मिश्रा / Shri Amitabh Misra 0522-4261693 <a href="mailto:amitabh@sidbi.in">amitabh@sidbi.in</a> ,
17	स्वतंत्र बाहरी निगरानीकर्ता (आईईएम) केंद्रीय सतर्कता आयोग द्वारा नियुक्त / Independent External Monitor (IEM) appointed by the CVC	Shri. Nageshwar Rao Koripalli, (IRS rettd.) 38, The Trails, Manikonda, R.R.District, Hyderabad - 500089 Mob: 9788919555 e-mail: knageshwarrao@gmail.com	
18	सिडबी की वेबसाइट / Website of SIDBI	<a href="https://www.sidbi.in/">https://www.sidbi.in/</a>	

**Note:**

1. SIDBI reserves the right to change dates without assigning any reasons thereof. Intimation of the same shall be notified on the Bank's website
2. This bid document is not transferable.
3. If a holiday is declared on the dates mentioned above, the bids shall be received / opened on the next working day at the same time specified above and at the same venue unless communicated otherwise.
4. Application fee and EMD can be paid online

**Bank account details of SIDBI for online fund transfer:****Bank:** State Bank of India**Branch:** Ashok Marg, Lucknow**Account name –** Small Industries Development Bank of India**Account type –** Current a/c**Account number -** 37819113150**IFSC -** SBIN0003347**GSTIN & PAN details of SIDBI****GSTIN -** 09AABCS3480N4ZT**PAN -** AABCS3480N**Definitions:**

- 1) SIDBI / Bank shall mean "Small Industries Development Bank of India".
- 2) RFP shall mean "RFP Document"
- 3) Recipient/ Respondent and Bidder/ Contractor / Vendor(s)/ Service Provider shall mean Respondent to the RFP Document".
- 4) Tender Document shall also mean Bid Document.
- 5) Tender shall mean Pre-qualification, Technical and Financial / Commercial Bid.

\* \* \*

## 1. Term of RFP Response

- 1.1. This Request for Proposal (RFP) document has been prepared solely for engagement of an agency for devising an intervention strategy in Aerospace & Defence (A &D) sector and deployment of Project Management Unit (PMU) for development of MSMEs. The RFP document is not a recommendation, offer or invitation to enter into contract, agreement or any other arrangement in respect of the services. The provision of the services is subject to observance of selection process and appropriate documentation being agreed between the Bank and any successful Bidder as identified by the Bank after completion of the selection process as detailed in Section 6 of this document.
- 1.2. While this document has been prepared in good faith, neither the Bank nor any of its employees make any representation or warranty or shall have any responsibility whatsoever in respect of this document. Any liability is accordingly and expressly disclaimed.
- 1.3. This document is meant to provide information only and upon the express understanding that the Bidders will use it only for the purpose set out herein.
- 1.4. The Bidders shall bear all costs associated with the preparation and submission of the Tender including but not limited to additional information required by the Bank, attendance of meeting, etc. and SIDBI will in no case be held responsible or liable for these costs, regardless of the conduct or outcome of the tendering process.
- 1.5. The Bidders must apply its own care and conduct, its own investigation and analysis regarding any information contained in the RFP document and the meaning and impact to that information.
- 1.6. This document would not form basis for any commitment on the part of the Bank. Each Bidder acknowledges and accepts that the Bank may, in its sole and absolute discretion, apply whatever criteria it deems appropriate in the selection of agency, not limited to the selection criteria set out in this RFP document. The issuance of RFP document is merely an invitation to offer and must not be construed as any agreement or contract or arrangement nor would it be construed as material for any investigation or review to be carried out by the Bidders. The Bidders unconditionally acknowledge by submitting its response to this RFP document that they have not relied on any idea, information, statement, representation or warranty given in this RFP document.
- 1.7. SIDBI reserves the right to reject any or all the bids without assigning any reasons thereof without incurring any liability to the Bidders or any obligation to inform the affected Bidders on the grounds for the Bank's action or without assigning any reasons, whatsoever. The decision of SIDBI shall be final, conclusive and binding on all the Bidders/parties directly or indirectly connected with the bidding process and the same shall not be questioned / challenged.

- 1.8. The Bank may be notified of any omission / discrepancy in the RFP before the closure of bid. If required, the Bank may thereafter modify the RFP. The modified RFP would be hosted on the Bank's website. Any subsequent modification in the dates/timelines will be at the sole discretion of the Bank.
- 1.9. SIDBI reserves the right for carrying out any amendments/ modification/changes including any addendum to this RFP. Such amendments / modifications / changes including any addendum to this RFP shall be notified on the Bank's website [www.sidbi.in](http://www.sidbi.in) and these will be binding on all the Bidders.
- 1.10. SIDBI reserves the sole right to cancel the RFP at any stage without assigning any reason.
- 1.11. Before tendering, the Bidders are advised to carefully examine the Tender / Bid Documents, Terms & Conditions of Assignment, Specifications and if there is or appears to be any ambiguity, immediately refer the matter to SIDBI, for clarification.
- 1.12. Any Tenders / Bids received by SIDBI after the deadline for submission of tenders prescribed by SIDBI will be summarily rejected and returned unopened to the Bidders. SIDBI shall not be responsible for any delay or non-receipt/ non-delivery of the documents.
- 1.13. From the time the proposals are opened to the time of appointment, Bidders should not contact the Bank or any of its employees or representatives on any matter related to the proposal with a view to influence the examination, evaluation, ranking and appointment. Such an effort shall result in rejection of the bids.
- 1.14. All submissions, including any accompanying documents, will become the property of the Bank. The Bidder shall be deemed to have licensed, and granted all rights to the Bank to reproduce the whole or any portion of their submission for the purpose of evaluation, to disclose the contents of the submission to other bidders and to disclose and/or use the contents of the submission as the basis for any resulting RFP process, notwithstanding any copyright or other intellectual property right of the Bidder in the submission or accompanying documents.
- 1.15. **RFP Validity period:** RFP responses will remain valid and open for evaluation according to their terms for a period of at least **180 days** from last date of bid submission. The Bank shall also have the right at its sole and absolute discretion to continue the assignment/contract with the successful Bidder for future requirements on the rates finalized in this processing for various items/activities as described in the financial bid, or at the price negotiated thereafter, after expiry of current assignment period. In exceptional circumstances, the Bank may solicit the Bidder's consent to an extension period of validity.
- 1.16. **Communication on the RFP:** The Bidders are required to direct all communications for any clarification related to this RFP, to the RFP Coordinators mentioned above on page no. 4.

All queries relating to the RFP, technical or otherwise, must be by email only and will be entertained by the Bank only in respect of the queries received upto the date and time specified in the section “**Important Information for RFP**”. The Bank will respond to all the queries in the pre-bid meeting.

Bank may, in its absolute discretion seek, but being under no obligation to seek, additional information or material from any Bidders after the closure of RFP and all such information and material provided will be taken to form part of that Bidders’ response.

**1.17. Sub-contracting:** The Bank expects a single Bidder having in-house capabilities to deliver the scope as per the Terms of Reference. The agency shall not outsource / sub-contract any part of this contract/assignment.

**1.18. Application Money:** The Bidder shall submit Application Money of **INR 10,000 (Rupees Ten thousand only)** by way of Demand Draft issued in favor of Small Industries Development Bank of India, payable at Lucknow, which is non-refundable. The Bank may, at its discretion, reject any Bidder where application money has not been furnished with the bid documents.

**1.19. Bid Earnest Money:** The bidder shall submit Earnest Money Deposit (EMD) by way of Demand Draft or Bank Guarantee of **INR 2,15,000/- (Rupees Two Lakh Fifteen Thousand Only)** issued by any Scheduled Commercial bank in India, in favour of Small Industries Development Bank of India, payable at Lucknow along with the bid documents. In case of unsuccessful bidders, EMD will be returned on completion of selection process. For the successful bidder, EMD will be returned on submission of Performance Bank Guarantee as given in Section 1.20. The earnest money deposit or invoked Bank Guarantee amount of an agency may be forfeited by the SIDBI if the agency / bidder withdraws its bid during the bid validity period.

**1.20. Performance Bank Guarantee:** The selected Bidder should provide an unconditional and irrevocable Performance Bank Guarantee of **INR 10,10,000/- (Rupees Ten Lakh Ten Thousand Only)** from any Scheduled Commercial Bank in India towards due performance of the contract in accordance with the specifications, terms and conditions of RFP document, within 15 days from the intimation from SIDBI as per the format provided in **Annexure XIV**. The Performance Guarantee shall be kept valid up to 60 days, beyond the contract period. The EMD/Bank Guarantee of the successful bidder / consultant may be forfeited by SIDBI, if the agency / bidder fails to furnish Performance Bank Guarantee within 15 days from the date of selection by the Bank for any reason whatsoever. The cost of performance Guarantee would have to be borne by the successful bidder.

**1.21. Public Procurement Policy on Micro and Small Enterprises (MSEs)**

- i. SIDBI is governed by provisions of the Public Procurement Policy for Micro and Small Enterprises (MSEs) as circulated by The Ministry of MSME, GoI.

- ii. These provisions shall be applicable to Micro and Small Enterprises (MSEs) registered with District Industries Centre or Khadi and Village Industries Commission or Khadi and Village Industries Board or Coir Board or National Small Industries Corporation or Directorate of Handicrafts and Handloom or any other body specified by Ministry of Micro, Small and Medium Enterprises (MSMEs)
- iii. Such MSEs would be entitled for exemption from furnishing tender fee and earnest money deposit (EMD). In case of any issue on the subject matter, the MSE's may approach the tender inviting authority to resolve their grievances.
- iv. Agencies/ Bidders desirous of availing exemptions/ preference under above provisions should submit a copy of proof of Registration as MSEs/ and ownership of the same by SC/ST (if applicable) along with the tender/RFP.
- v. Bidder is required to inform its MSME status as per following definition, if applicable.

Enterprise Category	Revised criteria w.e.f. July 01, 2020 based on investment in P&M [for Manufacturing] / Equipment [for Services] & turnover
Micro	Investment upto ₹1 crore and turnover upto ₹5 crore
Small	Investment upto ₹10 crore and turnover upto ₹50 crore
Medium	Investment upto ₹50 crore and turnover upto ₹250 crore

\* \* \*



## 2. Background on SIDBI

Small Industries Development Bank of India (SIDBI), set up on April 2, 1990 under an Act of Indian Parliament, acts as the Principal Financial Institution for the Promotion, Financing and Development of the Micro, Small and Medium Enterprise (MSME) sector and for Co-ordination of the functions of the institutions engaged in similar activities.

The bank provides its services through a network of offices located all over India. Detailed information on the functions of the bank is provided on the website [www.sidbi.in](http://www.sidbi.in).

Since its inception, SIDBI has been playing an active role in promoting MSME sector and provided **direct and indirect financial support** to entrepreneurs for setting up of new enterprise as well as expansion/diversification/modernization of their existing enterprises.

SIDBI has reoriented its focus on MSEs by adopting SIDBI Vision 2.0. It is a strategic initiative by SIDBI aimed at accelerating effort to serve MSME domain by transforming its current role to that of an All India Financial Institution that can create an integrated credit and development support ecosystem for Indian MSEs, thus promoting their inclusive growth.

SIDBI envisions to strengthen enterprise ecosystem through interventions and engagements, which are innovative, inclusive and impactful. SIDBI has always initiated a host of measures on policy advocacy, developmental approaches, handholding MSEs, exposure programs and creating financial linkages, to foster entrepreneurship culture in the country along with aligning its operation in National interest.

As part of its mandated role for the MSME sector, SIDBI now proposes to engage in a focused manner on various themes relating to Aerospace & Defence (A & D) sector and aims to contribute the national cause of defence indigenization program.

\* \* \*

### 3. Terms of Reference

#### 3.1. Introduction and Project Overview

Government of India (GoI) under Atmanirbhar Bharat Yojana released draft of 'Defence production and Export promotion policy (DPEPP) 2020 aimed to achieve self-reliance in defence manufacturing and emerge as a defence manufacturing hub. In the process, achieve a turnover of ₹1,75,000 crore (including exports of ₹35,000 crore) for the sector by 2025.

The policy aims at indigenization of the imported components including alloys and special materials for defence equipment, support for MSMEs and Startups and Optimize resource allocation, investment promotion, FDI and ease of doing business are amongst other measures to help strengthen the defence ecosystem.

Presently, there are more than 8,000 MSMEs, tiered partners of many of like organisations - Ordnance Factory Boards (OFBs), Defence Public Sector Undertakings (DPSUs) and service organisations. They contribute more than 20 per cent of the total production of these organisations. With focused approach towards A & D sector, GoI intends to double the number of MSMEs to 16,000; as partners / vendors to OFBs, DPSUs and service organisations.

On August 09, 2020, GoI announced a negative arms imports list, under which acquisition of 101 weapon systems and platforms from abroad will be progressively banned from December 2020 to December 2025, in bid to bolster the fledgling domestic defence production sector. This is likely to offer a great opportunity to Indian defence industry to manufacture these items using their own design and development capabilities. The 101 items, with different embargo timelines, range from some types of ammunition, sonars, radars, artillery guns, and assault rifles to missile destroyers, transport aircraft, light combat helicopters, wheeled armoured fighting vehicles, conventional diesel-electric submarines and communication satellites.

The Ministry of Defence (MoD) has set target of 70% indigenization by 2025 and DPSUs & OFBs are mandated to source at least 25% of total sourcing from MSMEs. MoD, India, has signed a total of 42 offset contracts till Jan 2018. Indian Air Force (IAF) accounts for majority of the offset contracts followed by Indian Army and Indian Navy respectively.

- I. The total value of all the offset contracts is USD 11.2 billion and needs to be discharged during 2008-2024
- II. Till the end of 2017, only ~20% of the offset obligations have been discharged
- III. The offset discharge is expected to pick up as Original Equipment Manufacturers (OEMs) need to discharge USD 9 billion in the next five years (more than INR 60,000 crore)

GoI along with State Govts is also setting up two defence corridors i.e. one at UP and other at Tamilnadu. These defence corridors also aims to:

- I. Promote ancillarisation and development of MSMEs for Aerospace and Defence manufacturing in each of the nodes within Uttar Pradesh & Tamil Nadu

- II. Facilitate incorporation of MSMEs into the global supply chain as well as the supply chain of DPSUs/ Indian primes

In line with the focused approach towards A & D sector & above-mentioned recent initiatives undertaken by GoI, and being a development financial institution for MSMEs, SIDBI aims to contribute this national cause and develop MSMEs in A & D sector.

This shall be a demonstrative project and based upon its successful implementation & experience gained, the project may be upscaled.

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### 3.2. Purpose

SIDBI, a statutory corporation established under Small Industries Development Bank of India Act, 1989, having its Head Office at 15 Ashok Marg, Lucknow-226001 (hereinafter referred to as the “Bank” or “SIDBI”) which expression unless repugnant to the context or meaning thereof shall mean and include its successors and assigns), intends to issue this bid document, hereinafter called RFP, to eligible Bidders, hereinafter called as ‘Bidders’ or ‘Vendors’ or ‘Agency’ or ‘Consultant’ or ‘Firm’, to participate in the competitive bidding for **devising an intervention strategy in A & D sector and deployment of Project Management Unit (PMU) for development of MSMEs.**

The Bank, for this purpose, invites proposal from Bidders. Bidder who is interested in participating in this RFP must fulfill the eligibility criteria mentioned at Point no. 4.1 and able to comply the technical specification of service requirements as mentioned in Technical Bid.

Apart from the above, the Bidder by responding to this RfP, be deemed to have accepted all terms & Conditions mentioned under this RFP.

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### 3.3. Project Scope / Scope of Work (SoW) and Key Deliverables

#### 3.3.1 Scope of Work

The consultant / agency should be capable for setting up of Project Management Unit (PMU) in SIDBI for achieving the above objective / purpose. Major objective for setting up the PMU is to engage with DPSUs, OFBs, OEMs, development agencies & foreign companies engaged in A & D sector in a focused manner on various themes, with the objective of developing MSMEs for A & D sector and link them to global supply chain.

Details about Scope of Work (SoW) for the PMU with reference to the proposed engagement / programme / project is furnished below. **The PMU shall, inter alia, perform promotional, developmental, consultative, implementation and monitoring functions. Intervention strategy of the project shall lay focus more on execution and hence, more weightage & resource deployment shall be for execution of the strategy rather than just advisory role.**

While the Scope of Work / Indicative task has been defined in parts, the PMU is expected to operate in such way that diverse set of activities are handled in a cohesive manner to meet the desired mandate and the overall objective. The SoW will involve but shall not be limited to following functions/ tasks:

**i. Part A**

- a. Study A & D sector in India in relation to size, opportunities available, region wise distribution / presence of MSMEs in the sector, incentives available, various kinds of licenses/approval required for MSMEs entry in the sector.
- b. Identify DPSUs, OFBs, OEMs, foreign companies engaged in A & D, etc., who either are mandated to increase sourcing from MSMEs or have offset obligations related to contracts signed with Govt. Thereafter, figure out the following:
  - ✓ List of defence items / products to be procured by DPSUs, OFBs, OEMs & foreign companies wherein either the product or parts of the product can be manufactured by MSMEs
  - ✓ Skill set, experience, infrastructure requirement in MSMEs, other capabilities, etc. required to manufacture the desired products of market standard & quality
- c. Design roadmap and plan series of outreach programs in (a) Industrial & MSME clusters and (b) Banker's forum, for creating awareness on opportunities available in A & D sector, defence indigenization programme, policies & announcements by Govt., upcoming two defence corridors (one in UP and other at Tamilnadu) & aerospace park at Hyderabad
- d. Design an interactive portal dedicated to MSMEs in A & D sector. Prima facie, the portal shall contain the following indicated features:
  - ✓ All the above-mentioned information at i.(a) & (b),
  - ✓ facility for registration of MSMEs and option to display their capability & product
  - ✓ tools / evaluation matrix for assessment and matching of skills & capabilities of MSMEs to requirement of DPSUs / OFBs / OEMs, foreign companies and identifying need for training
  - ✓ provision for online certification for MSMEs to showcase their preparedness for A & D sector
  - ✓ provision to opt for handholding support
  - ✓ useful links to approach DPSUs, OFBs, OEMs and foreign companies
  - ✓ illustration of methods and ways to participate in tenders (if any) issued by DPSUs, OFBs, OEMs, etc.

**ii. Part B**

- a. Carry out at least 25 programs / seminars / webinars in close co-ordination with local industry associations, govt bodies, State Level Banker's Committee (SLBCs) and local offices of SIDBI
- b. Launch the interactive portal and complete registration of interested MSMEs in A & D sector.
- c. Complete online testing and assessment of skills, capabilities & preparedness quotient of registered MSMEs. Thereafter, conduct on-field walkthrough audit of registered and capable MSMEs.

- d. Do effective handholding of the MSMEs wherever there is a requirement (including guiding on statutory registrations, guiding on preparing viable reports, guiding on assessment of financial requirement / investment in capex, marketing supporting including exports, etc.).

*Note – Threshold volume for SoW mentioned in Part (B) b, c, & d shall be substantial enough to ensure compliance in form of deliverable mentioned at clause no. 3.3.2 (d).*

### iii. Part C

- a. Devise New Product framework drawing insight from existing schemes/ products available in the financial sector and experience based on primary research
- b. Create partnership with a suitable MSME Industry Association(s) in spreading awareness about prospect of MSMEs in A&D sector.
- c. Create financial linkages with Banks / FIs to provide quick access to finance and credit facility through Banker’s forum
- d. Create structural arrangements, tie-ups with OEMs, research organizations and development agencies active in the sector to create a close loop / all-inclusive approach & effective business sourcing channel.
- e. Identify ways to establish footprint and improvise engagements specially in geographies having high potential i.e. defence corridors / aerospace parks / new potential clusters with strong presence of MSMEs.
- f. Create and maintain a knowledge repository for the work done under the project.

The activities / functions / tasks listed above are indicative in nature. Any additional / emerging requirements / activities / tasks would also have to be taken up as advised by SIDBI and necessary solutions be offered.

### 3.3.2 Key Deliverables / Expected output

SN	Deliverables
a	Set-up a PMU at Head Office of SIDBI at Lucknow for co-ordination with all agencies.
b	Launch interactive portal encompassing the requisite features.
c	Successfully complete all the outreach programs within the timelines.
d	Complete registration on the portal, carry-out online testing & competency mapping of interest MSMEs. Conduct on-field walkthrough audit and effective handholding of MSMEs to create a database of at least 500 MSMEs in A&D sector which are capable, viable and bankable. Out of these 500 MSMEs, atleast 50% should preferably be new to A&D sector.
e	Design complete assessment and rating framework in consultation / in accordance with requirement & expectations of DPSUs, OFBs, OEMs for MSMEs.
f	Submit new innovative & competitive financial models and its product framework broadly covering delivery model (including eligibility norms, pricing, risk identification and containment strategy, assessment method, appraisal formats), pricing, envisaged risks and mitigants.
g	Facilitate partnership with suitable MSME Industry Association(s) in spreading awareness about prospect of MSMEs in A&D sector.

h	Facilitate partnership with at least 3-5 OEMs likely to execute offset contracts as per agreements with Gol and develop a proper dispensation & delivery mode for the same. Outlook for formulating such partnerships may include bankability of proposals, assessment framework of proposals, additional risk mitigants available from aggregators and estimated volume of financing under the partnership, etc.
i	Facilitate building of portfolio / loan book of SIDBI under A & D sector up to total sanction of ₹100 crore during tenure of the assignment.

### 3.4. Project Management & Governance Structure

1. Ideally, a team of minimum 5 members is required for the assignment. Composition of team would include analyst, consultant, senior consultant, Manager / Director and Partner. The agency shall have the freedom to suitably change the team structure in discussion with SIDBI based upon SoW.
2. Analyst level resource should have work experience of minimum 5 years and be available to work directly with the top management at SIDBI.
3. PMU at Head Office of SIDBI at Lucknow shall have at least one person of analyst level, who shall also coordinate all the functions, resolve queries of MSMEs regarding registration on the portal or any other matter related to A&D sector and report progress of the assignment to SIDBI.
4. There will be one Project Lead responsible for delivery.
5. The personnel deployed at all levels should include domain experts who could provide inputs from time to time. CV of the personnel would be cleared by SIDBI before deployment for suitability to assignment.
6. The payment to the consultant will be made against key deliverables as mentioned in different sections of Terms of Reference.
7. In accordance with the plan, the Consultant shall provide monthly reports on the progress made.
8. The firm should be able to place team members in Lucknow / New Delhi and should be required to travel across existing network of DPSUs, OFBs, OEMs and MSME clusters as part of the assignment.

\* \* \*

## 4. Process of Selection

The process of selection would be as follows:

- a. Issue of RFP
- b. Clarification / Pre-Bid Meeting
- c. Submission of Bids
- d. Opening of Eligibility & Technical Bids
- e. Discussion / Presentations of the firm's meeting eligibility criteria with selection committee - Technical Score
- f. Opening of financial bids of the Bidders that are technically qualified (Technically qualified Bidders will be ones that have scored above the predefined threshold decided by the Bank)
- g. Award of contract

### 4.1. Eligibility

The consultant team working on this project should have a strong domain knowledge and understanding of (i) aerospace & defence sector and (ii) Indian banking & financial sector and (iii) the dynamics of the MSME sector.

**Since it is an assignment of strategic importance to SIDBI, the team should be headed by a partner / director having adequate experience in Aerospace & Defence work, BFSI and MSME consultancy on all the aspects covered in SoW.**

Consultants are requested to propose an optimal team size and team structure / organization to deliver effectively on all components outlined in the Scope of Work.

A list of the qualifying requirements and the supportive documents that need to be submitted are given in table below. Along with these documents, the Bidder must also submit "Undertaking" as per **Annexure I**.

Specific qualifications / expected expertise required are as follows:

SN	Eligibility Criteria	Supporting Required Letter of acceptance for compliance
1	The Consultant should be a Government Organisation/ Public Sector Unit/ Partnership Firm/Private Limited Company/ Limited Liability Partnership Firm/MNC/ Public Limited Company registered or incorporated in India. It should not be an Individual / Proprietary Concern / HUF, etc. It should be registered with the GST authority.	Certificate of Incorporation / Constitutional Documents
2	The Consultant should have been in operation in India for over 10 years as on the date of RFP with ability to service the client across India. In case, the consultant has undergone corporate restructuring (including merger, demerger, hive off, slump sale, etc.) in the last three financial years (FY 2017-18, 2018-19, 2019-20(Audited or Unaudited)), it may showcase credentials of its erstwhile current entity alongwith documentary proof.	
3	The Consultant should have minimum of 5 years of hands-on developmental, operational and research experience of international standard (international	<ul style="list-style-type: none"> <li>• Copy of Certificate of Incorporation</li> </ul>

	exposure in A & D sector would be preferred) in the aerospace & defence sector or have international affiliates having required exposure	<ul style="list-style-type: none"> <li>Copy of Registration Certificates with the GSTN</li> </ul> <p>The aforementioned documents shall be required from the Bidder.</p>
4	The Consultant should have minimum of 5 years' experience in SME finance and/or banking space (product development, processes, risk management, systems, etc.). The consultant must have experience in banking, financial sector and have an overview of the start-up ecosystem.	Relevant details of the engagement for past 8 years with client certificates. (Annexure II)
5	The Consultant should have experience of deployment and execution of project management units in atleast one project during past 5 years.	
6	The consultant must have experience in providing management consulting services to Public Sector Banks / Private Sector Banks / Foreign Banks / Financial Institutions / NBFCs. It should have experience in identifying their needs, sharing knowledge and enhancing institutional capacities	
7	The Consultant should demonstrate domain understanding of aerospace & defence sector and its allied sectors, as well as the dynamics of the MSME sector.	A Self certified letter along with supporting evidence thereof.
8	The Consultant should have proven track record of providing such advisory services and have in-depth knowledge & experience of the financial sector in India, with international experience preferred. The consultant should be able to contribute substantively to ideas, product development and processes.	
9	The Consultant should have implemented similar consultancy project with a Bank/FI/NBFC during last 3 years.	A Self certified letter along with supporting evidence thereof.
10	The Consultant should have in-house capability to take up assignment on its own but not through any associates. Joint and collative Bids will not be accepted	Letter of Undertaking (Annexure I)
11	The Consultant must have earned a professional fee / minimum revenue of <b>INR 100 crore (Rupees Hundred Crore only)</b> from management consultancy / advisory services during any of the two previous financial years, as per audited financial statement. Fee from services other than management consultancy viz audit, tax etc would not be included (Provisional / Unaudited for FY2019-20 is allowed).	Audited financial statements (Provisional / Unaudited for FY2019-20 is allowed). Suitable certification by Statutory/ Tax Auditors. In case the Consultant provides non-consultancy services also, the fee from consultancy services only will be considered; relevant certificate from Statutory/ Tax Auditors will be required.
12	The Consultant should not be owned or controlled by any Director or Employee of SIDBI (or their Relatives)	Self-Declaration by the Consultant on bidder's letter head ( <b>Annexure IV</b> )
13	The Consultant should not have been penalised or found guilty in any court of law and the consultant should not have been blacklisted/ debarred by any Central Government Ministry/ Bank/ RBI/ IBA/ any regulatory authority and not involved in any major	Self-Certification by the Consultant on bidder's letter head to be provided. However, SIDBI would have the right to



	litigation that may have impact or compromise the delivery of services required.	independently verify the same. <b>(Annexure V)</b>
14	The Bidder should not have been blacklisted by Govt. of India/State Government/ Central PSU /Multilateral / bilateral agencies / and regulators, etc. at the time of bid submission date.	Self-certificate letter undertaking to this effect on company's letter head signed by bidder's authorized signatory.
15	The Consultant should not have defaulted to any Bank within the jurisdiction of India	A self-certified letter to be submitted. Copy of CIBIL Report to be furnished.
16	The Bidder should submit Pre-Contract Integrity Pact as per format provided at <b>Annexure - XI</b> .	Pre-contract Integrity Pact duly signed by authorised signatory on non-judicial stamp paper of requisite value (cost to be borne by the Bidder) as per format.

**Note:**

- a. Documentary evidence must be submitted for each criterion.
- b. Completion Letter/ Reference Letter (Format given) from relevant Senior Executive of the client to be attached for each engagement reference mentioned. Wherever completion letter could not be furnished due to confidentiality reasons, engagement letters would be accepted as documentary proof subject to satisfaction of SIDBI. Further, completion letters (i.e. the ones obtained by consultants immediately after previous engagements were completed) dated earlier to this RfP would be allowed subject to satisfaction of SIDBI.
- c. In case the Bidder has undergone corporate restructuring (including merger, demerger, hive off, slump sale, etc.) in the last three financial years (FY 2016-17, 2017- 18, 2018-19), it may showcase credentials of its erstwhile current entity provided sufficient documentary proof is submitted with the bid to evince that such credentials have accrued to / transferred to are in the name of the bidding entity and the bidding entity is authorized to use such credentials.

Apart from the above minimum criteria, the Bidder is also required to give the following information:

Sr No	Document Required
i)	Ownership and nature of entity (public, partnership, subsidiary, etc.).
ii)	Income Tax returns for past three years.
iii)	Board resolution (in case of company) or Power of Attorney authorizing the authorized signatory to sign on behalf of the Bidder.
iv)	Proof of address of registered office(s).
v)	GST Registration Certificate
vi)	Integrity pact as per format at <b>Annexure - XI</b>

- d. SIDBI reserves the right to ask for additional / alternate documents from the Bidder.
- e. The Bidders meeting the eligibility criteria as laid out above will be taken forward to the next stage of technical evaluation.
- f. Non - submission of any of the specified documents by the Bidder would result in rejection of bid.

## 4.2. Technical Bid

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Technical proposal will include details of overall approach to the areas listed in this RFP along with specific proposals/solution covering the conceptualization, design and implementation stages. The successful Bidder is expected to work with the Bank to ensure early implementation of their recommendations. The format of Technical Bid is given in **Annexure IX**.

The Technical Bid should be complete in all respects and contain all information required in the document and should lay down all assumptions during preparation of the bid.

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### **4.3. Financial Bid**

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The Financial bid will contain the financial quote covering total price (inclusive of professional fees, cost of undertaking the assignment, travelling allowance, halting allowance, out of pocket expenses and all other expenses). GST / any other applicable taxes should be excluded. The Bidders will bid for the entire duration of the contract. No upward revision in the price would be considered on any count. Relevant price information and the rates should be quoted in Indian Rupees only. The format of Financial Bid is given in **Annexure X**.

The Financial bid made by the Bidder should take care of the following points:

- a. The Financial Bid contradicting the Technical Bid (TB) in any manner will be rejected.
- b. Financial Bid containing conditional offers will be rejected.
- c. In case of discrepancy in words and figures, the price quoted in words will be taken as final.
- d. There should not be any hidden costs for the items quoted.
- e. The Bank is not responsible for the arithmetical accuracy of the bid. The Bidders will have to ensure all calculations are accurate.
- f. The Bank at any point in time for reasons whatsoever is not responsible for any assumptions made by the Bidder. The Bank later will not accept any plea of the Bidder or changes in the financial offer for any such assumptions.
- g. Any overwriting, erasure, etc. must be initialed by the authorized person.
- h. It may be noted that the Bank will not pay any other amount and expenses except as indicated above.
- i. The Bank will pay GST as per the rate applicable at the time of making payment. The TDS amount at prevailing rate shall be deducted from the payments to be made to the successful Bidder.
- j. The Bidder shall consider all conditions and difficulties that may be encountered during assignment, while quoting the rate.

\* \* \*

## 5. Submission of Bids

### 5.1. The response to the RFP:

The response to the RFP will be in three parts:

- i. Eligibility
- ii. Technical Bid
- iii. Financial Bid

All the three parts should be submitted at the same time, but in separately sealed envelopes giving full particulars in the manner specified in the points below. The envelopes should reach on or before the timeline mentioned in the Important Information for RFP given at beginning of this RFP.

### 5.2. RFP response documents:

The RFP response documents should be submitted in paper copies of the following:

- i. **Envelope 1:** (2 sets – 1 Original + 1 Photocopy)  
A sealed envelope containing full particulars of eligibility criteria (specified in section 4.1) should be super scribed "ELIGIBILITY CRITERIA FOR ENGAGEMENT OF AN AGENCY FOR DEVISING AN INTERVENTION STRATEGY IN A & D SECTOR AND DEPLOYMENT OF PROJECT MANAGEMENT UNIT (PMU) FOR DEVELOPMENT OF MSMEs".
- ii. **Envelope 2** (2 sets – 1 Original + 1 Photocopy)  
A sealed envelope containing Technical Bid documents (specified in section 4.2) should be super scribed "TECHNICAL BID FOR ENGAGEMENT OF AN AGENCY FOR DEVISING AN INTERVENTION STRATEGY IN A & D SECTOR AND DEPLOYMENT OF PROJECT MANAGEMENT UNIT (PMU) FOR DEVELOPMENT OF MSMEs". The envelope should contain three sub-envelopes with the following:
  - a. **Sub Envelope 1** should contain the application money demand draft (as specified in section 1.18) and should be super scribed as "APPLICATION MONEY FOR ENGAGEMENT OF AN AGENCY FOR DEVISING AN INTERVENTION STRATEGY IN A & D SECTOR AND DEPLOYMENT OF PROJECT MANAGEMENT UNIT (PMU) FOR DEVELOPMENT OF MSMEs "
  - b. **Sub Envelope 2** should contain the EMD - demand draft OR BANK GUARANTEE (specified in section 1.19) and should be super scribed as "EARNEST MONEY DEPOSIT FOR ENGAGEMENT OF AN AGENCY FOR DEVISING AN INTERVENTION STRATEGY IN A & D SECTOR AND DEPLOYMENT OF PROJECT MANAGEMENT UNIT (PMU) FOR DEVELOPMENT OF MSMEs ".
  - c. **Sub Envelope 3** should contain the hard copy of the Technical Bid documents (specified in section 4.2) and should be super-scribed "TECHNICAL BID FOR ENGAGEMENT OF AN AGENCY FOR DEVISING AN INTERVENTION STRATEGY IN A & D SECTOR AND DEPLOYMENT OF PROJECT MANAGEMENT UNIT (PMU) FOR DEVELOPMENT OF MSMEs"

- ✓ Detailed approach, methodology and work plan (including methodology for transfer of skills and capabilities) as per **Annexure VII**.
- ✓ Details about the team, its composition, and key executives proposed in various roles of the programme, as per proforma for the Bank to compare the quality of teams between different Bidders, Staffing Schedule, team structure and profiles of programme leadership and experts who will be involved in the engagement in various capacities as mentioned in **Annexure VIII**.
- ✓ Self-Declaration regarding full time professional staff engaged exclusively in consulting services (as per **Annexure VI**)

iii. **Envelope 3:**

A sealed envelope containing soft copy of the eligibility criteria and technical criteria submitted in a pen drive and should be superscribed "SOFT COPY OF ELIGIBILITY CRITERIA & TECHNICAL BID FOR ENGAGEMENT OF AN AGENCY FOR DEVISING AN INTERVENTION STRATEGY IN A & D SECTOR AND DEPLOYMENT OF PROJECT MANAGEMENT UNIT (PMU) FOR DEVELOPMENT OF MSMEs".

Scan copy in PDF format of all the documents submitted as paper copies to be put on pen drive.

iv. **Envelope 4:**

A sealed envelope containing Financial Bid Document (specified in section 4.3) should be super scribed "FINANCIAL BID FOR ENGAGEMENT OF AN AGENCY FOR DEVISING AN INTERVENTION STRATEGY IN A & D SECTOR AND DEPLOYMENT OF PROJECT MANAGEMENT UNIT (PMU) FOR DEVELOPMENT OF MSMEs"

v. **Envelope 5:**

The above FOUR envelopes should be put together in a FIFTH envelope super scribing "ENGAGEMENT OF AN AGENCY FOR DEVISING AN INTERVENTION STRATEGY IN A & D SECTOR AND DEPLOYMENT OF PROJECT MANAGEMENT UNIT (PMU) FOR DEVELOPMENT OF MSMEs"

- vi. The e-mail address and phone/fax numbers of the Bidder should also be indicated on the sealed envelope and all sub- envelopes.
- vii. The proposal should be prepared in English in MSWord / Excel/ PDF format. All correspondence will be in English. All forms may please be filled in Arial 12 Font in double spacing format. The Bid shall be typed in indelible ink and shall be signed by the Bidder or a person or persons duly authorized by the Bidder to bind the Bidder to the contract. The person or persons signing the Bids shall initial all pages of the Bids. Any interlineations, erasures or overwriting shall be valid only if they are initialed by the person signing the Bids. The Bank reserves the right to reject the Bids not conforming to the above.
- viii. The Bidder shall submit the proposals/Bid properly in a file that the papers are not loose. All the pages of the proposals including documentary proofs should be numbered as "Page #".
- ix. It should be noted that in case of any discrepancy in information submitted by the Bidder in hard-copy and soft-copy, the hard-copy will be given precedence.

- x. Only one submission of the RFP response by each Bidder will be permitted. In case of multiple submissions by the Bidder, the first submission made will be given precedence except in conditions indicated in Section 5.3(iv) hereunder.
- xi. Submission of bids by Fax transmission or emails is not allowed and will be considered invalid.
- xii. The Bid must be submitted to the Bank at the following address:  
**The General Manager**  
Small Industries Development Bank of India,  
**3<sup>rd</sup> Floor, Direct Credit Vertical**  
SIDBI Tower, 15 - Ashok Marg  
Lucknow, Uttar Pradesh – 226001  
[www.sidbi.in](http://www.sidbi.in) || Phone: 0522 - 2288546-50 / 0522 – 4259700

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### 5.3. Rules for responding to this RFP

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- i. The Bidders should use the formats prescribed by the Bank in submission of the RFP Response
- ii. All responses received after the due date/ time as mentioned in advertisement would be considered late and would be liable to be rejected.
- iii. Documents not required as part of the Tender should not be provided.
- iv. All bid responses would be deemed to be irrevocable offers/ proposals from the Bidders and may be accepted by the Bank to form part of final contract between the Bank and the selected Bidder. Unsigned responses would be treated as incomplete and are liable to be rejected. The bids once submitted cannot be withdrawn/ modified after the last date for submission of the bids unless specifically permitted by the Bank.
- v. The Bank reserves the right whether or not to allow/ permit changes in the technical requirements and whether or not to evaluate the offer in case of non-submission of the technical details in the required format or partial submission of technical details.
- vi. The Bidder at no point in time can excuse themselves from any claims by the Bank whatsoever for their deviations in confirming to the terms and conditions and other schedules as mentioned in the RFP circulated by the Bank. The Bidder shall be fully responsible for deviations to the terms & conditions etc. as proposed in the RFP.
- vii. If related parties (as defined below) submit more than one bid then both/all bids submitted by related parties are liable to be rejected at any stage at the Bank's discretion:
  - a. Bids submitted by the holding company and its subsidiary
  - b. Bids submitted by one or more companies having common director/s
  - c. Bids submitted by one or more Limited Liability Partnership (LLP) firms having common partners

- d. Bids submitted by one or more companies in the same group of promoters/ management
- e. Any other bid, the Bank in the sole discretion decides is in the nature of multiple bids.

\* \* \*

## 6. Evaluation of Bids

### 6.1. Opening of Bids

The bids received within the prescribed date and time will be opened as per schedule mentioned in the Important Information for RFP given in the beginning of the RFP. During the opening of the bids, the Bidders can depute an authorized representative (only one) to attend the bid opening process. No separate information will be given in this regard to the Bidders for deputing their representatives. The representative has to submit an authority letter duly signed by the Bidder, authorizing him to represent and attend the Bid opening on behalf of the Bidder. The authorized representative present having photo identification, shall sign a register of attendance. However, bids would be opened even in the absence of any or all representatives of the Bidders.

### 6.2. Preliminary Scrutiny

The Bank will scrutinize the offers received to determine whether they are complete and as per RFP requirement. The Bidders meeting the eligibility criteria will be taken forward to the next stage of technical evaluation.

### 6.3. (A) Technical Evaluation

The technical bid submitted will be evaluated by a Selection Committee. The Selection Committee would undertake a discussion / presentation with the Bidders on the understanding of the key challenges before the Bank, proposed Approach and Methodology to be adopted, time frame for implementation of activities in the Bank and the proposed team. The technical capabilities and competence of the Bidder should be clearly reflected in the discussion / presentation. The Bank will inform the date, time and venue of the discussion / presentation to the Bidders that have met the eligibility criteria.

Kindly note that the team proposed in the Technical Proposal (in Annexure VIII) will need to necessarily be made available to the Bank for undertaking/delivery of the assignment. During the course of discussion / presentation, the Bank has the right to interview the proposed personnel, to decide whether to deploy him / her in the project or not. The Bank shall reserve the right to seek the change of Resource personnel in case of need. The Bank reserves the right to review the decision of appointment in the event the Bank is not satisfied with the performance.

Based on the details submitted by the Bidders in the Technical Proposal and the Discussion / Presentation with the Selection Committee of the Bank, the Technical Evaluation of the eligible Bidders will be carried out as furnished below:

Sl. No.	Criteria	Scoring chart	Max. Marks
1	Have experience of deployment and execution of project management units in atleast one project during past 5 years.	Both completed and ongoing projects will be considered for evaluation. <ul style="list-style-type: none"> <li>At least 1 project – 5 Marks</li> <li>More than one project – 10 Marks</li> </ul>	10

2	<p>The Consultant should have undertaken similar projects in the past for Indian Public-Sector Banks / Private Sector Banks / Foreign Banks/ Financial Institutions / NBFCs. Similar projects would mean:</p> <ol style="list-style-type: none"> <li>1) Provided advisory services to Banks/FIs/NBFCs for initiating new line of business for upcoming sectors</li> <li>2) Provided advisory services for credit delivery processes for the sector.</li> <li>3) Any similar projects, as deemed fit by the Bank</li> </ol>	<p>Both completed and ongoing projects will be considered for evaluation.</p> <p>The Consultant has to provide case studies in respect of similar projects undertaken in India as on March 31, 2020.</p> <ul style="list-style-type: none"> <li>• At least 1 project for Banks/FIs/NBFCs in the last 3 years - 5 Marks</li> <li>• More than one projects for Banks/FIs/NBFCs in the last 3 years – 10 Marks</li> </ul>	10
2	<p>The Consultant should have been in existence in India for over 10 years as on the date of RFP with ability to service the client across India and have minimum of 5 years of hands-on developmental, operational and research experience of international standard (international exposure in A &amp; D sector would be preferred) in the aerospace &amp; defence sector or have international affiliates having required exposure</p>	<p>Only the period / years having operational income will be considered for evaluation</p> <ul style="list-style-type: none"> <li>• 10 years of existence with minimum 5 years of hands-on operational and research experience – 5 Marks</li> <li>• More than 10 years of existence with minimum 5 years of hands-on operational and research experience – 7 Marks</li> <li>• More than 10 years of existence with more than 5 years of hands-on operational and research experience – 10 Marks</li> </ul>	10
3	<p>The Consultant should have earned a professional fee / minimum revenue of INR 100 crore (Rupees One hundred Crore only) from management consultancy / advisory services during any of the two previous financial years, as per audited financial statement (Provisional / Unaudited for FY2019-20 is allowed)</p>	<p>Only the income / revenue from management consultancy / advisory services would be considered for evaluation.</p> <ul style="list-style-type: none"> <li>• Income / Revenue of ₹100 crore – 5 Marks</li> <li>• Income / Revenue more than 100 crore but less than ₹150 crore – 8 Marks</li> <li>• Income / revenue more than ₹200 crore – 10 Marks</li> </ul>	10
4	<p>The Consultant should have in-house capability to take up assignment on its own but not through any associates. Full-time professional staff engaged exclusively in consulting services (Number of staff) in India as on March 31, 2020</p>	<p>&gt;=200 employees: 10 marks          &gt;=160 to &lt;200 employees: 8 marks          &gt;=120 to &lt;160 employees: 6 marks          &gt;=80 to &lt;120 employees: 4 marks          &gt;=50 to &lt;80 employees: 2 marks          &lt;50 employees: 0 marks</p>	10
5	<p>Relevant experiences of dedicated resources proposed to be carrying-out the assignment.</p>	<p>Average experience of the Project Leader, Project Director and Project Manager proposed for undertaking the project:</p> <ul style="list-style-type: none"> <li>&gt;= 10 years: 20 marks</li> <li>&gt;=7 years and &lt;10 years: 15 marks</li> <li>&gt;=5 years and &lt;7 years: 10 marks</li> </ul>	10



		< 5 years: 5 marks					
6	Approach and methodology adopted by the consultant	<p>Assessment to be based on:</p> <ul style="list-style-type: none"> <li>✓ Completeness of the response</li> <li>✓ Exhaustiveness</li> <li>✓ Depth of analysis exhibited</li> <li>✓ Timelines &amp; Deliverables.</li> </ul> <p>Shall be evaluated based on details provided in technical response of the consultant</p> <table border="1" style="width: 100%;"> <tr> <td>Key deliverables identified, timelines and action outlined.</td> <td style="text-align: center;">20</td> </tr> <tr> <td>Overview of the whole process, along-with approach and methodology.</td> <td style="text-align: center;">10</td> </tr> </table>	Key deliverables identified, timelines and action outlined.	20	Overview of the whole process, along-with approach and methodology.	10	30
Key deliverables identified, timelines and action outlined.	20						
Overview of the whole process, along-with approach and methodology.	10						
7	Overall view of planned strategies in line with terms of reference / engagement outlined in RFP	Assessment to be based on quality of presentation and discussions there against being in concurrence with the achievement of purpose in line with terms of reference/ engagement as per RFP.	10				
<b>Total</b>			<b>100</b>				

1. The technical bid will be analysed and evaluated, based on which Technical Score shall be assigned to each bid on the basis of parameters mentioned above.
2. The marks awarded by the Selection Committee would be at its sole discretion and final. No plea of revision/reconsideration of the same shall be considered/entertained.
3. Technical Bids receiving relative technical score greater than or equal to **70 (cut-off marks)** will be eligible for consideration in the subsequent round of commercial evaluation.
4. Based on the scoring in the Technical evaluation, only top 3 Bidders shall be considered eligible for opening of the Commercial bid.
5. If less than 3 Bidders qualify as per technical criteria, SIDBI reserves the right to short list maximum top 3 Bidders subject to Relative Technical Score **of 60.**

**Note:**

- a. Documentary evidence must be submitted for each criterion and undertaking, or declaration made by the Bidder must be on the company letter head and is to be signed by an authorized signatory.
- b. Completion Letter / Reference Letter (Format given in Annexure III) from relevant Senior Executive of the client to be attached for each engagement reference mentioned.

**6.3(B) Evaluation of Commercial Bid**

1. In this phase, the Commercial Bids as per **Annexure X** of the top 3 Bidders, who are found technically qualified in previous phase, will be taken for commercial evaluation.
2. The date for opening of commercial bids will be separately advised through e-mail.
3. Technical Score of the technically qualified bids would be announced before the representatives of the Bidders and the commercial bids of those Bidders would be opened for commercial evaluation.

## 6.4. Final Selection of the eligible bidder

The Bank has adopted a three (3) bid processes in which the Bidder has to submit following bids in separate envelopes at the time of submission of bids as stipulated in this document.

- i. Minimum Eligibility Criteria
- ii. Technical Bid (includes presentation)
- iii. Commercial Bids

The Bank shall evaluate first the 'Eligibility Criteria' bid and based on its evaluation, 'Technical Bids' shall be evaluated at the second stage. 'Commercial bids' shall be opened for only the shortlisted bidders out of technical evaluation. The final selection will be done based on Quality cum Cost Based System (QCBS) wherein Relative Technical Bid Score will get a weightage of 70% and Relative Commercial Bid Score will get a weightage of 30%.

The evaluation by the Bank will be undertaken by a Committee of officials or/and representatives formed by the Bank and its decision will be final.

Normalization - SIDBI reserves the right to go for normalization process after technical evaluation and accordingly may request all the bidders to submit revised bid (technical or commercial or both) to avoid any possible ambiguity in evaluation process or make apple-to-apple comparison or to bring further transparency in the evaluation process.

### Evaluation of Technical Bids

The technical bid will be analysed and evaluated, based on which the Relative Technical Score ( $RS_{Tech}$ ) shall be assigned to each bid on the basis of parameters mentioned above.

Relative Technical Score ( $RS_{Tech}$ ) for each agency will be calculated as follows based on above parameters:

$$RS_{Tech} = T / T_{high} * 100$$

Where,

$RS_{Tech}$  = Relative score obtained by the bidder

T = Technical score obtained by bidder

$T_{High}$  = Highest Technical score secured among the bidders

Technical Bids receiving a  $RS_{Tech}$  greater than or equal to a score of 70 (cutoff marks) will be eligible for consideration in the subsequent round of commercial evaluation.

If less than 3 bidders qualify as per above criteria ( $RS_{Tech} \geq 70$ ), SIDBI reserves the right to short list maximum top 3 bidders subject to  $RS_{Tech} \geq 60$ .

### Evaluation of commercial bids

Relative Commercial Score ( $RS_{Com}$ ) for each bidder will be calculated as follows:

$$RS_{Com} = C_{Low} / C * 100$$

Where:

$RS_{Com}$  = Relative score for Commercial Bid of the bidder

$C$  = Commercial bid value of the bidder under consideration

$C_{Low}$  = Lowest commercial bid value out of all the eligible commercial bids obtained.

#### **FINAL SELECTION OF THE ELIGIBLE BIDDER:**

Total Relative Score (RS) obtained by each eligible bidder will be calculated as follows:

$$RS = RS_{Tech} \times 0.70 + RS_{Com} \times 0.30$$

The eligible bidder will be selected based on maximum Relative Score (RS) obtained.

The bidder with the highest Relative Score (RS) will be selected for further discussion.

In case of a tie after the commercial evaluation stage, the Bank's decision will be final and will be based on marks scored in the technical evaluation only.

The commercial bid/quote should include out of pocket expenses / any other expenses. GST would be extra and should not be included in the quote.

The Consultant will be assessed and evaluated to deliver on the tasks and deliverables outlined in the scope of work above including any other related task, as well as reaching project targets.

The Bidders shall submit their offers strictly in accordance with the terms & condition of the Tender document.

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#### **6.5. Notification of Outcome**

Bank will notify the consultant who has been appointed either in writing or by email as soon as practicable, about the outcome of the RFP evaluation process. Bank is not obliged to provide any reasons for any such acceptance or rejection. The decision of SIDBI shall be final, conclusive and binding on all the Bidders/parties directly or indirectly connected with the bidding process and the same shall not be questioned / challenged.

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#### **6.6. Signing of the Contract**

The successful Bidder shall be required to enter into a contract with the Bank within 30 days of the award of the contract/PO/LOI or within such extended period as may be specified by Bank, based on terms and conditions as contained in this RFP document and other standards relevant clauses as well as Bidders offer document with all its enclosures, modification arising out of negotiation / clarification, etc.

\* \* \*

## 7. General Terms and Conditions

### 7.1. Adherence to terms and conditions

The Bidders who wish to submit their responses to this RFP should note that they should abide (in true intent and spirit) by all the terms and conditions contained in the RFP. If the responses contain any extraneous conditions put in by the Bidders, such responses may be disqualified and may not be considered for the selection process.

### 7.2. Bidder's Responsibilities and Related Conditions

- a. Attention of the Bidders is drawn to the relevant and extant instructions of GoI, GFR issued by Ministry of Finance, guidelines of Central Vigilance Commission (CVC) as applicable to the subject matter of advice / service to be rendered by the Bidder and are required to be complied with.
- b. The Bidder shall, subject to the provisions of the Assignment and with due care, execute the work and take all responsibility, including the supervision thereof and all other things, whether of a temporary or permanent nature, required in and for such execution.
- c. The Bidder shall carry out and complete the work in accordance with prevailing good industry practices and using workmanship of the quality and standards there in specified, provided that where and to the extent some approval of the quality of the standards of workmanship is a matter of opinion, such quality and standards shall be to the satisfaction of SIDBI.
- d. The Bidder should provide professional, objective, un-biased and impartial inputs, recommendation and advices at all times and hold the Bank's interest paramount and should observe the highest standard of ethics, values, code of conduct and honesty while executing the assignment.
- e. The Bidder carries with him/her/it a certain degree of accountability for any advice or /and any services rendered to the Bank, keeping in view norms of ethical business, professionalism and the fact that such advice or service is rendered for a consideration. The Bank may enforce such accountability in case of improper discharge of contractual obligations / deviant conduct by / of any of the parties to the contract. In this, share of Bank's responsibility, for accepting advice / and services provided by the Bidder, will also be taken into consideration.
- f. The Bidder must act, at all times, in the interest of the Bank and render any advice / service with professional integrity. The Bidder shall always keep in view transparency, competitiveness, economy and efficiency in regard with matters related to the subject of the contract or assignment.
- g. A Bidder is expected to undertake an assignment/project, only in the areas of his/its expertise and where it has capability to deliver efficient and effective advice /services to the client.

- h. The Bidder will have to cooperate fully with any legitimately provided / constituted investigative body conducting enquiry into processing or execution of the consultancy contract / any other matter related with discharge of contractual obligations by the Bidder.

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### 7.3. Sufficiency of Tender

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The Bidders shall be deemed to have satisfied itself as to the correctness and sufficiency of the rates and prices before agreeing to the Terms and Conditions. The rates quoted by the Bidders shall be adequate to complete the assignment according to the specification and conditions attached thereto. The Bidders should take into account all conditions and difficulties that may be encountered during the course of assignment and quote the amount, which shall include agreed professional fee/ contract amount without taxes, royalties and other duties and the value and all details of other facilities and services necessary for proper completion of the assignment, except such as may be otherwise provided in the contract document for completion of the assignment.

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### 7.4. Contract / Non-Disclosure Agreement NDA

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The selected Bidder will be required to execute the following:

- a. Contract / Agreement which will include all the services and terms and conditions of the services to be extended as detailed here in and as may be prescribed or recommended by SIDBI; and
- b. Non-disclosure Agreement (NDA)

If the selected Bidder differs / does not agree on any conditions / terms of the contract, the Bank has the right to appoint the next ranked Bidder without any obligation or without assigning any reasons to anyone and shall not be held liable for any losses or damages caused by such action.

Unless and until a formal Agreement is prepared and executed, this Tender (RFP) together with the written acceptance of the Bidder thereof shall constitute binding Terms and Conditions between the parties.

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### 7.5. Project Timelines

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1. The Bidder should adhere to the project schedule as stipulated in the below table. Failure to do so solely for the reasons attributable to the Consultant, would be liable for LD as stated in the RfP, unless Bank grant an extension to the Consultant in writing for completion of the activities beyond the timelines as mentioned below. It is completely at the discretion of Bank to grant such an extension to the below mentioned timeline and would be dependent on the emergent circumstance/reason thereof.
2. The mobilization shall be at the earliest depending upon completion of formalities related to award of contract / assignment and is expected to be from **October 2020**. The assignment will last for a period of **12 months** (including tenure of implementation support)
3. The reference date for purpose of counting all timelines as mentioned below would be the date of award of the Contract. The project timelines are as follows:

S.N.	Activity	Project Timelines
1	Submission of detailed plan along with methodology for execution of SoW along with timelines and milestones	Withing 15 days
2	Setup and operationalise PMU at Lucknow	
3	Submission of plan for 25 outreach programs in Industrial & MSME clusters and Banker's forum	Within 30 days
4	Launch interactive portal encompassing requisite features as per SoW	Within 45 days
5	Complete all 25 outreach programs (preferably three programs each week)	Within 150 days
6	Complete registration of interested MSMEs and complete online testing & competency mapping of at least 500 MSMEs on the portal	Within 180 days
7	Develop product framework for A & D sector to be launched by SIDBI	Within 200 days
8	Facilitate tie-ups with at least 3-5 OEMs in the sector	Within 240 days
9	Submit assessment and rating framework as per the deliverables	Within 300 days
10	Successfully complete all the deliverables	Within 365 days

4. The Bank will consider the inability of the Bidder to deliver the services within the specified time limit (including time as extended by the Bank, if any), as a breach of contract and would entail the payment of Liquidated Damages on the part of the Bidder.
5. The Bank shall, without prejudice to its other remedies under the Contract, deduct from the Contract Price, as Liquidated Damages, a sum as specified in Special Terms and Conditions.
6. The Liquidated Damages represent an estimate of the loss or damage that the Bank may have suffered due to delay in performance of the obligations (relating to delivery, installation, operationalization, implementation, acceptance etc. of the deliverables) by the Bidder.

## 7.6. Tenure

The Consultant will be appointed for a period upto 12 months from the date of appointment, which inter-alia shall include the period of successful implementation. However, this would be subject to satisfactory performance during periodic reviews which would be solely adjudged by SIDBI. In case the performance of the consultant is deemed unsatisfactory, the contract will be terminated as per the provision of the "termination of contract" clause mentioned in this RFP. SIDBI, at its discretion, in larger interest of the project may extend the services of Consultant for partnering for a further period of not exceeding 3 months on the same terms and conditions.

## 7.7. No Commitment to Accept Lowest Financial Proposal by value

SIDBI shall be under no obligation to accept the lowest price bid or any other offer received in response to this RFP and shall be entitled to reject any or all offers including those received late or incomplete offers without assigning any reason whatsoever. The Bank reserves the right to make any changes in the terms and conditions of engagement. The Bank will not be obliged to meet

and have discussions with any Bidder, and/or to listen to any representations unless there is change in the terms and conditions of engagement.

## 7.8. Payment terms

SIDBI will release the payment of the agreed fee to the selected Consultant after deduction of applicable taxes at source. Further, payments will be made based on achievement of demonstrable results of the envisaged milestones as per the tentative schedule mentioned below:

S.N.	Activity	Project Timelines	Cumulative Amount in %
1	Submission of detailed plan along with methodology for execution of SoW along with timelines and milestones	Withing 15 days	10%
2	Setup and operationalise PMU at Lucknow		
3	Submission of plan for 25 outreach programs in Industrial & MSME clusters and Banker's forum	Within 30 days	20%
4	Launch interactive portal encompassing requisite features as per SoW	Within 45 days	30%
5	Complete all 25 outreach programs (preferably three programs each week)	Within 150 days	50%
6	Complete registration of interested MSMEs and complete online testing & competency mapping of at least 500 MSMEs on the portal	Within 180 days	
7	Develop product framework for A & D sector to be launched by SIDBI	Within 200 days	75%
8	Facilitate tie-ups with at least 3-5 OEMs in the sector	Within 240 days	
9	Submit assessment and rating framework as per the deliverables	Within 300 days	85%
10	Successfully complete all the deliverables	Within 365 days	100%

## 7.9. Liquidated Damages

SIDBI will impose Liquidated Damages (LD), if

- the selected Bidder fails to provide the services to SIDBI within the agreed time lines and to the satisfaction of SIDBI.
- the LD will be 1% of the contract value per week of delay, subject to an overall cap of 10% of bid amount and thereafter, the contract may be cancelled after due notice of 30 days (with cure period of 30 days).

Notwithstanding whatsoever stated in para above, if the selected Bidder fails to adhere to the time schedule or fails to complete the due performance of the obligations under this RFP as per the Bank's satisfaction, then the Bank can repudiate the contract and adjust LD from the selected Bidder.

## 7.10. Taxes

All applicable taxes on the consultancy fee will be paid by SIDBI. The Bidder shall be responsible for deposit of all taxes, duties, levies, fees or charges in

respect of the works as required for the Assignment to concerned Government authorities. Also, TDS will be deducted from the payments to the Bidder as per applicable laws.

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### **7.11. Statutory authority obligations, notices, fees & charges**

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The Bidder shall comply with and give all notices required by any Act, any instrument, rule or order made under any Act, or any regulation or byelaw of any relevant authority which has any jurisdiction with regard to the assignment. The Bidder would comply with all Applicable Laws as they relate to its performance under this RfP/ Agreement to be entered with the successful Bidder. This RfP/ Agreement to be entered with the successful Bidder shall be governed, interpreted by and construed in accordance with the laws of India.

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### **7.12. Compliance with all applicable laws**

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The Bidder shall undertake to observe, adhere to, abide by, comply with and notify the Bank about all laws in force or as are or as made applicable in future, pertaining to or applicable to them, their business, their employees or their obligations towards them and all purposes of this Tender and shall indemnify, keep indemnified, hold harmless, defend and protect the Bank and its employees/ officers/ staff/ personnel/ representatives/ agents from any failure or omission on its part to do so and against all claims or demands of liability and all consequences that may occur or arise for any default or failure on its part to conform or comply with the above and all other statutory obligations arising therefrom.

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### **7.13. Compliance in obtaining approvals/ permissions/ licenses**

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The Bidder shall promptly and timely obtain all such consents, permissions, approvals, licenses, etc., as may be necessary or required for any of the purposes of this project or for the conduct of their own business under any applicable Law, Government Regulation/Guidelines and shall keep the same valid and in force during the term of the project, and in the event of any failure or omission to do so, shall indemnify, keep indemnified, hold harmless, defend, protect and fully compensate the Bank and its employees/ officers/ staff/ personnel/ representatives/agents from and against all claims or demands of liability and all consequences that may occur or arise for any default or failure on its part to conform or comply with the above and all other statutory obligations arising therefrom and the Bank will give notice of any such claim or demand of liability within reasonable time to the Bidder.

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### **7.14. Applicable Law and Jurisdiction of Court**

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The Contract with the selected Bidder shall be governed in accordance with the Laws of India and will be subject to the exclusive jurisdiction of Courts at Lucknow, Uttar Pradesh.

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### **7.15. Single Point of Contact**

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The selected Bidder should have a local office in India and has to provide details of single point of contact viz. Name, designation, address, e-mail address, telephone/ mobile no. etc.



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### **7.16. Authorised Signatory**

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The selected Bidder shall indicate the authorized signatories who can discuss and correspond with the Bank, with regard to the obligations under the contract. The selected Bidder shall submit at the time of signing the contract, a certified copy of the resolution of their Board, authenticated by Company Secretary/ Director, authorizing an official or officials of the company or a Power of Attorney copy to discuss, sign agreements/ contracts with the Bank. The Bidder shall furnish proof of signature identification for above purposes as required by the Bank.

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### **7.17. Workspace and administrative requirements**

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- a. The key persons identified by the selected Bidder for the project should carry out their activities from SIDBI's Office located at Lucknow / New Delhi (as directed by the Bank) or from any other suitable location as provided by the Bank. The Bidder may indicate their administrative requirement to the Bank well in advance. No charges would be applicable to the Bidder for the same.
- b. In case the Bank permits use of any of its assets, the same shall be solely for the purpose of execution of its obligations under the terms hereof. The Bidder shall, however, not have any right or other interest in any such property, and any possession of property for any duration shall not create any right in equity or otherwise.

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### **7.18. Substitution of Programme Team Members**

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During the assignment, the substitution of key staff identified for the assignment will not be allowed unless such substitution becomes unavoidable to overcome the undue delay or that such changes are critical to meet the obligation. In such circumstances, the selected Bidder, as the case maybe, can do so only with the prior written concurrence of SIDBI and by providing the replacement staff of the same level of qualifications and competence. If the Bank is not satisfied with the substitution, the Bank reserves the right to terminate the contract and recover whatever payments (including past payments and payment made in advance) made by the Bank to the selected Bidder during the course of the assignment pursuant to this RFP besides claiming an amount equal to the contract value as penalty. However, the Bank reserves the unconditional right to insist the selected Bidder to replace any team member with another (with the qualifications and competence as required by the Bank) during the course of assignment pursuant to this RFP.

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### **7.19. Rights in Intellectual Property and Material**

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All the rights relating to the Trade Marks and Copy Rights in respect of development done by the Bidder exclusively on behalf of SIDBI and paid for by SIDBI shall vest with SIDBI.

In order to perform the services, the Bidder must obtain at its sole account, the necessary assignments, permits and authorizations from the title holder of the corresponding patents, models, trademarks, names or other protected rights and shall keep SIDBI harmless and indemnify SIDBI from and against

claims, proceedings, damages, costs and expenses (including but not limited to legal costs) for and/ or on account of infringements of said patents, models, trademarks names or other protected rights.

All documents, report, information, data etc. collected and prepared by the Bidder in connection with the scope of work submitted to SIDBI will be property of the Bank, it shall have every right to use data that may be in the possession of the consultant or its representative in the course of performing services under the agreement that may be entered into. The Bidder shall not be entitled either directly or indirectly to make use of the documents, reports given by SIDBI for carrying out of any services with any third parties. The Bidder shall not without the prior written consent of SIDBI be entitled to publish studies or descriptive article with or without illustrations or data in respect of or in connection with the performance of services.

The pre-existing intellectual property of the Bidder used in deliverables shall remain vested with the Bidder.

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## **7.20. Confidentiality**

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- (i) Information provided under this RFP and subsequent Service Agreement (if the Bidder is selected) is confidential and neither Party shall at any time either during the association or at any time thereafter divulge either directly or indirectly to any person(s), firm or company, business entity, or other organization whatsoever, any Confidential Information that the Other Party may acquire during the course of such association or otherwise concerning the Other Party's business, property, contracts, trade secrets, clients or affairs.
- (ii) "Confidential Information" means all information that is or has been received by the "Receiving Party "from the "Disclosing Party "and that:
- a. Relates to the Disclosing Party; and
  - b. Is designated by the Disclosing Party as being confidential or is disclosed in circumstances where the Receiving Party would reasonably understand that the disclosed information would be confidential or
  - c. Is prepared or performed by or on behalf of the Disclosing Party by its employees, officers, directors, agents, representatives or consultants.
  - d. Without limiting the generality of the foregoing, Confidential Information shall mean and include any information, data, analysis, compilations, notes, extracts, materials, reports, specifications or other documents or materials that may be shared by the Bank with the Bidder.
  - e. "Confidential Materials" shall mean all tangible materials containing Confidential Information, including, without limitation, written or printed documents and computer disks or tapes whether machine or user readable.
  - f. Information disclosed pursuant to this clause will be subject to confidentiality for the term of contract plus two years. However, where Confidential Information relates to the Bank's data or data of the Bank customers, including but not limited to the Bank customers or the Bank employees personal data or such other information as the Bank is required by banking secrecy or such other laws to protect

for an indefinite period, such Confidential Information shall be protected by the receiving party for an indefinite period or until such time when the receiving party no longer has access to the Confidential Information and has returned or destroyed all Confidential Information in its possession.

- g. Nothing contained in this clause shall limit the Bidder from providing similar services to any third parties or reusing the skills, know-how and experience gained by the employees in providing the services contemplated under this clause, provided further that the Bidder shall at no point use the Bank's confidential information or Intellectual property.
- (iii) The Parties will, at all times, maintain confidentiality regarding the contents of this RFP and subsequent Agreement and proprietary information including any business, technical or financial information that is, at the time of disclosure, designated in writing as confidential, or would be understood by the Parties, exercising reasonable business judgment, to be confidential.
- (iv) The Parties will keep in confidence and not disclose to any third party any and all Confidential Information available to the Parties, whether such information is given in writing or, is oral or visual, and whether such writing is marked to indicate the claims of ownership and/or secrecy or otherwise. Except as otherwise provided in this RFP, the Parties shall not use, nor reproduce for use in any way, any Confidential Information. The Parties agree to protect the Confidential Information of the other with at least the same standard of care and procedures used to protect its own Confidential Information of similar importance but at all times using at least a reasonable degree of care.
- (v) The Receiving Party shall, at all times regard, preserve, maintain and keep as secret and confidential all Confidential Information and Confidential Materials of the Disclosing Party and
- a. not disclose, transmit, reproduce or make available any such Confidential Information and materials to any person, firm, Company or any other entity other than its directors, partners, advisers, agents or employees, sub-contractors and contractors who need to know the same for the purposes of maintaining and supporting the equipment provided as a part of the contract. The Receiving Party shall be responsible for ensuring that the usage and confidentiality by its directors, partners, advisers, agents or employees, sub-contractors and contractors is in accordance with the terms and conditions and requirements of this RFP; or
  - b. unless otherwise agreed herein, use of any such Confidential Information and materials for its own benefit or the benefit of others or do anything prejudicial to the interests of the Disclosing Party or its customers or their projects.
- (vi) In maintaining confidentiality here under the Receiving Party on receiving the confidential information and materials agrees and warrants that it shall:
- a. Take at least the same degree of care in safeguarding such Confidential Information and materials as it takes for its own confidential information of like importance and such degree of care

- shall be at least, that which is reasonably calculated to prevent such inadvertent disclosure.
- b. Keep the Confidential Information and Confidential Materials and any copies there of secure and in such a way so as to prevent unauthorized access by any third party
  - c. Limit access to such Confidential Information and materials to those of its directors, partners, advisers and agents or employees who are directly involved in the consideration/evaluation of the Confidential Information and bind each of its directors, partners, advisers and agents or employees so involved to protect the Confidential Information and materials in the manner prescribed in this document.
  - d. Upon discovery of any unauthorized disclosure or suspected unauthorized disclosure of Confidential Information, promptly inform the Disclosing Party of such disclosure in writing and immediately return to Disclosing Party all such Information and materials, in whatsoever form, including any and all copies thereof
  - e. The Receiving Party who receives the confidential information and materials agrees that on receipt of a written demand from the Disclosing Party;
    - i. Immediately return all written Confidential Information, Confidential materials and all copies thereof provided to, or produced by it or its advisers, as the case may be, which is in the Receiving Party's possession or under its custody and control
    - ii. To the extent practicable, immediately destroy all analyses, compilations, notes, studies, memoranda or other documents prepared by it or its advisers
    - iii. to the extent that the same contain, reflect or derive from Confidential Information relating to the Disclosing Party
    - iv. So far as it is practicable to do so immediately expunge any Confidential Information relating to the Disclosing Party or its projects from any computer, word processor or other device in its possession or under its custody and control.
    - v. To the extent practicable, immediately furnish a certificate signed by its director or other responsible representative confirming that to the best of his/ her knowledge, information and belief, having made all proper enquiries the requirements of this Clause have been fully complied with.
    - vi. The rights in and to the data/ information residing at the Bank's premises, including at the Disaster Recovery Centre even in the event of disputes shall at all times solely vest with the Bank.
  - f. This shall not be applicable and shall impose no obligation on the receiving party with respect to any portion of Confidential Information which:
    - i. Was at the time received or which thereafter becomes, through no act or failure on the part of the receiving party, generally known or available to the public;
    - ii. Is known to the receiving party at the time of receiving such information as evidenced by documentation then right-fully in the possession of the receiving party;
    - iii. Is furnished by others to the receiving party without restriction of disclosure;

- iv. Is there after rightfully furnished to the receiving party by a third party without restriction by that third party on disclosure;
  - v. Has been disclosed pursuant to the requirements of law or by any court of competent jurisdiction, the rules and regulations of any recognized stock exchange or any enquiry or investigation by any governmental, statutory or regulatory body which is lawfully entitled to require any such disclosure provided that, so far as it is lawful and practical to do so prior to such disclosure, the Receiving Party shall promptly notify the Disclosing Party of such requirement with a view to providing the Disclosing Party an opportunity to obtain a protective order or to contest the disclosure or otherwise agree to the timing and content of such disclosure
  - vi. Was independently developed by the receiving party without the help of the Confidential Information.
- (vii) On termination of the RFP and subsequent Agreement, each party must immediately return to the other party or delete or destroy all Confidential Information of the other party and all notes and memoranda (including copies of them) containing Confidential Information of the other party in its possession or control save for that training materials and Documentation that has been provided to the Bank which is contemplated for continued realization of the benefit of the Services. Notwithstanding the foregoing, Consultant may retain a copy of such information (but which shall not include customer data and Confidential Information) as may be necessary for archival purpose. Where Confidential Information relates to the Bank's data or data of the Bank customers, including but not limited to the Bank customers or the Bank employees personal data or such other information as the Bank is required by banking secrecy or such other laws to protect for an indefinite period, such Confidential Information shall be protected by the receiving party for an indefinite period or until such time when the receiving party no longer has access to the Confidential Information and has returned or destroyed all Confidential Information in its possession.
- (viii) The Confidential Information and materials and all copies thereof, in whatsoever form shall at all times remain the property of the Disclosing Party and its disclosure under the contract shall not confer on the Receiving Party any rights whatsoever beyond those contained in the contract.
- (ix) Without prejudice to any other rights or remedies which a Party may have, the Parties acknowledge and agree that damages would not be an adequate remedy for any breach of the clause and the remedies of injunction, specific performance and other equitable relief are appropriate for any threatened or actual breach of any such provision and no proof of special damages shall be necessary for the enforcement of the rights under this Clause. Further, breach of this Clause shall be treated as "Material Breach" for the purpose of the contract.

The confidentiality obligations shall survive the expiry or termination of the agreement between the Bidder and the Bank.

- (x) The Bank shall use the deliverables only for internal use as per the agreement. Disclosure to third parties shall be after removing Bidder's

reference, except when the information is required for submission to statutory / regulatory authorities.

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## **7.21. Indemnification**

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All applicants under the RFP absolutely, irrevocably and unconditionally hereby indemnifies and undertakes to keep SIDBI and /or its directors, officers, employees, agents, and representatives indemnified and hold harmless for all time from and against all charges, costs, losses, claims, demands, damages, liabilities, obligations, suits, judgments, penalties, proceedings, prosecutions, litigations, or actions, financial or otherwise; at law or equity, including the expenses of defending any claim of liability by any third party, and from and against all actual damages sustained, whatsoever, whether past, or current suffered or incurred by SIDBI and or its directors, officers, employees, agents and representatives due to reason of (a) breach, misconduct, omission, or (b) negligence on the part of the Bidder and or its directors, employees, in the performance of the Services including, but not limited to, any claim arising out of improper or illegal use or adoption or invasion or infringement of the copyright or intellectual property right. The total liability of the selected Bidder under this clause and contract shall not exceed the cumulative fee paid to the Bidder. The Indemnification shall survive the expiry or termination of the agreement between the Bidder and the Bank.

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## **7.22. Termination**

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In the event of non-performance of the Bidder as decided by the Bank or any disputes or differences arising between the Parties hereto on any matter / provision set out in this RFP and subsequent Service Agreement for the selected Consultant, the Parties shall try to resolve the matter amicably inter se. The defaulting Party shall be given notice of 30 days to alter the situation and resolve the dispute or reverse the damage caused in any way.

In the event the defaulting Party does not comply with its obligations, on the termination of the notice period, the Other Party shall be at liberty to terminate the Agreement, without further notice, and shall additionally have the right to claim any further rights available under the law, including without limitation, the right to damages.

Upon termination of the Agreement, the Bidder would promptly hand over to SIDBI all Deliverable Items, including work-in-progress, in "as is where is" condition subject to the mutual settlement of all money due and payable to them being paid. During the period of notification of termination, the Bidder shall complete pending assignments and SIDBI shall agree to settle the dues in respect of assignments after completion thereof by the Bidder, except if specifically instructed by SIDBI to act otherwise. In such case, the payment due to the Bidder would be determined on the basis of the last completed milestone as per the programme schedule.

SIDBI would also have the right to terminate such Service Agreement with one month notice without assigning any reason. Accordingly, the proportionate payment as per the agreed terms would be released to the consultant.

The Bank reserves the right to cancel the contract of the selected Bidder and recover expenditure incurred by the Bank in any of the following circumstances:

- a. The Bidder becomes insolvent or goes into liquidation voluntarily or otherwise
- b. An attachment is levied or continues to be levied for a period of 7 days upon effects of the bid
- c. The progress regarding execution of the contract, made by the selected Bidder is found to be unsatisfactory.
- d. If deductions on account of Penalty exceeds more than 10% of the total contract price.
- e. If the selected Bidder fails to complete the due performance of the contract in accordance with the agreed terms and conditions.
- f. If the selected Bidder gets merged/ taken over by another Bidder.

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## **7.23. Arbitration**

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### **i. Amicable Settlement**

The Parties shall use their best efforts to settle amicably all disputes arising out of or in connection with the Contract or the interpretation thereof.

### **ii. Dispute Resolution**

- a. Any dispute, difference or controversy of whatever nature howsoever arising under or out of or in relation to the Contract (including its interpretation) between the Parties, and so notified in writing by either Party to the other Party (the "Dispute") shall, in the first instance, be attempted to be resolved amicably.
- b. The Parties agree to use their best efforts for resolving all Disputes, including those relating to delay caused in completion of project or delay in performance of obligations under the Contract, and arising under or in respect of the Contract promptly, equitably and in good faith, and further agree to provide each other with reasonable access during normal business hours to all non-privileged records, information and data pertaining to any Dispute.
- c. No conflict between the Bidder and SIDBI will cause cessation of services or payment of fees due to the Bidder. Only by mutual consent the services will be withdrawn.

### **iii. Resolution of Disputes**

- a. It will be the Bank's endeavor to resolve amicably any disputes or differences that may arise between the Bank and the Bidder from misconstruing the meaning and operation of the Tender and the breach that may result.
- b. Any Dispute which is not resolved amicably by conciliation, as provided above, within 30 calendar days from the date of initiation of amicable dispute resolution procedure, shall be settled in accordance with the Arbitration and Conciliation Act, 1996. The Arbitrators shall be chosen by mutual discussion between the Bank and the Bidder OR in case of disagreement each party may appoint an arbitrator and such arbitrators may appoint an Umpire before entering on the reference. The decision of the Umpire shall be final.
- c. The Bidder shall continue work under the Contract during the arbitration proceedings unless otherwise directed in writing by the Bank or unless the matter is such that the work cannot possibly be continued until the decision of the Arbitrator or the umpire, as the case may be, is obtained.

- d. Arbitration proceedings shall be held at Lucknow, India, and the language of the arbitration proceedings and that of all documents and communications between the parties shall be English;
- e. Notwithstanding anything contained above, in case of dispute, claim & legal action arising out of the contract, the parties shall be subject to the jurisdiction of courts at Lucknow, India only.
- f. Any notice given by one party to the other pursuant to this Contract shall be sent to the other party in writing or by e-mail, fax and confirmed in writing to the other party's specified address. The same has to be acknowledged by the receiver in writing. A notice shall be effective when delivered or on the notice's effective date, whichever is later

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#### **7.24. Publicity**

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Any publicity by the Bidder in which the name of the Bank is to be used should be done only with the explicit prior written permission of the Bank.

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#### **7.25. Notices and other Communication**

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If a notice has to be sent to either of the parties following the signing of the contract, it has to be in writing and shall be sent personally or by certified or registered post with acknowledgement due or courier or email duly transmitted, facsimile/ fax transmission (with hard copy to follow for email/fax), addressed to the other party at the addresses, email and fax number given in the contract.

Notices shall be deemed given upon receipt, except that notices sent by registered post in a correctly addressed envelope shall be deemed to be delivered within 5 working days (excluding Sundays and public holidays) after the date of mailing dispatch and in case the communication is made by facsimile transmission or email, on business date immediately after the date of successful facsimile/ email transmission (that is, the sender has a hard copy of a confirmation page evidencing that the facsimile was completed in full to the correct fax number or email sent to correct email address).

Any Party may change the address, email address and fax number to which notices are to be sent to it, by providing written notice to the other Party in one of the manners provided in this section.

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#### **7.26. Written Notice of change in name, form or control of either Party**

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The Bidder shall provide SIDBI with prompt 30 days prior written notice of any change in Bidder's name, ownership, or form of organisation. The Bidder shall also provide SIDBI with prompt written notice and in any event within a period of 30 days of the occurrence of any event, which could jeopardize or materially impact its ability to perform its obligations under this RfP/subsequent Agreement (with the selected bidder) in a timely manner.

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#### **7.27. Violation of Terms**

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The Bank shall be entitled to an injunction, restraining order, right for recovery, suit for specific performance or such other equitable relief as a court of competent jurisdiction may deem necessary or appropriate to restrain the Bidder from committing any violation or enforce the performance of the



covenants, obligations and representations contained in this RFP. These injunctive remedies are cumulative and are in addition to any other rights and remedies the Bank may have at law or in equity, including without limitation a right for recovery of any amounts and related costs and a right for damages.

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## 7.28. Limitation of Liability

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- a. Save and except as provided in "Terms of Compensation" and "Termination" herein, neither Party shall be liable to the other for any lost revenue, lost profits or other incidental or consequential damages based on any breach or default under this RfP/ Agreement (with selected bidder).
- b. The Bidder's aggregate liability in connection with obligations undertaken as a part of the RFP regardless of the form or nature of the action giving rise to such liability (whether in contract, or otherwise), shall be at actual and limited to 50% of the cumulative fee paid to the Bidder by SIDBI. This would be over and above performance bank guarantee deposited by the bidder. Bidder's liability in case of claims by the Bank resulting from Willful Misconduct or Gross Negligence of the Bidder, its employees and Subcontractors or from infringement of patents, trademarks, copyrights or such other Intellectual Property Rights or breach of confidentiality obligations shall be unlimited.
- c. The Bank shall not be held liable for and is absolved of any responsibility or claim/ litigation arising out of the use of any third party software or modules supplied by the Bidder as part of procurement under the RFP. It is expressly agreed between the Parties that for any event giving rise to a claim, the Bank shall have the right to make a claim (including claims for indemnification under the procurement in this RFP) against the Bidder.
- d. The Bidder shall not be liable for liquidated damages or termination for default, if and to the extent that the delay in performance or other failure to perform its obligations under the contract is the result of an event of Force Majeure. For purposes of this Clause, "Force Majeure" means an event beyond the control of the Bidder and not involving the Bidder's fault or negligence and not foreseeable. Such events may include, but are not limited to, Acts of God or of public enemy, acts of Government of India in their sovereign capacity, acts of war.
- e. If a Force Majeure situation arises, the Bidder shall promptly notify the Bank in writing of such conditions, the cause thereof and the change that is necessitated due to the conditions. Unless otherwise directed by the Bank in writing, the Bidder shall continue to perform its obligations under the Contract as far as it is reasonably practical, and shall seek all reasonable alternative means for performance not prevented by the Force Majeure event. SIDBI may terminate the contract or suspend its performance. In such an event the Bidder shall take such steps, as are necessary, to bring the service to an end, in a cost effective, timely and orderly manner.

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## 7.29. Survival

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Any provision of the Contract/ this RFP (if any) which, either expressly or by implication, survive the termination or expiry of the Contract, shall be complied with by the Parties in the same manner as if the Contract/ RFP is valid, subsisting and in full force and effect.

In the event of the Termination of the Agreement (with the selected Bidder) in whole or in part, the Clauses titled "Compensation", "Rights in Intellectual

Property and Material", "Indemnification", "Confidentiality", and "Limitation of Liability" shall survive and continue in effect and shall ensure to the benefit of and be binding upon both the Parties, their successors and assigns.

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### **7.30. Severability**

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Each of the above restrictions is separate and severable from the other. Any provision, which is invalid or unenforceable, shall be ineffective to the extent of such invalidity or unenforceability, without affecting in any way the remaining provisions hereof.

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### **7.31. No Agency**

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The Service(s) of the successful Bidder herein shall not be construed as any agency of SIDBI and there shall be no principal agency relationship between SIDBI and the successful Bidder in this regard.

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### **7.32. Corrupt and Fraudulent Practices**

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As per Central Vigilance Commission (CVC) directives, it is required that Consultants/Suppliers/ Contractors observe the highest standard of ethics during the procurement and execution of such contracts in pursuance of this policy:

- a. "Corrupt Practice" means the offering, giving, receiving or soliciting of anything of values to influence the action of an official in the procurement process or in contract execution; and
- b. "Fraudulent Practice" means a misrepresentation of facts in order to influence a procurement process or the execution of contract to the detriment of the Bank and includes collusive practice among consultants (prior to or after bid submission) designed to establish bid prices at artificial non-competitive levels and to deprive the Bank of the benefits of free and open competition.

The Bank reserves the right to reject a proposal for award if it determines that the Bidder recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question. The Bank reserves the right to declare a firm ineligible, either indefinitely or for a stated period of time as per the Bank's discretion, to be awarded a contract if at any time it determines that the firm has engaged in corrupt or fraudulent practices in competing for or in executing the contract.

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### **7.33. Adherence to Standards**

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The selected Bidder should adhere to all the applicable laws of land and rules, regulations and guidelines prescribed by various regulatory, statutory and Government authorities.

The Bank reserves the right to conduct an audit/ ongoing audit of the consulting services provided by the selected Bidder. The Bank reserves the right to ascertain information from the other banks and institutions to which the Bidders have rendered their services for execution of similar programs.

The selected Bidder shall allow the Reserve Bank of India (RBI) or persons authorized by it to access the documents, records of transaction or any other information given to, stored or processed by the selected Bidder relating to this RFP, within a reasonable time failing which selected Bidder will be liable to pay any charges/penalty levied by RBI. The selected Bidder shall allow the Reserve Bank of India to conduct audits or inspection of its Books and account with regard to the Bank or this RFP by one or more of RBI officers or employees or other persons duly authorized by RBI.

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### **7.34. Conflict of interest**

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The Bidder engaged should avoid any conflict of interest while discharging contractual obligations and bring, beforehand, any possible instance of conflict of interest to the knowledge of the bank while rendering any advice / service.

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### **7.35. Subcontracts**

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Neither the contract nor any rights granted under the contract can be sold, leased, assigned, or otherwise transferred, in whole or in part, by the selected Bidder without advance written consent of the Bank. Any such sale, lease, assignment or otherwise transfer shall be void and be of no effect.

The Bank expects a single Bidder having in-house capabilities to deliver the scope as per the Terms of Reference. The agency may not outsource / sub-contract any of the activities.

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### **7.36. Taken / Bought over of Company**

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Subsequent to the order being placed with SIDBI, in the event of the Bidder being taken/ bought over by another company, all the obligations and execution of responsibilities under the agreement with SIDBI (with the selected Bidder) should be passed on for compliance by the new company in the negotiation for their transfer.

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### **7.37. Right to Visit**

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All records of the Bidder with respect to any matters covered by this Tender document/ subsequent order shall be made available to SIDBI or its designees at any time during normal business hours, as often as SIDBI deems necessary, to audit, examine, and make excerpts or transcripts of all relevant data.

SIDBI, including its regulatory authorities like Reserve Bank of India (RBI), etc., reserves the right to verify, through their officials or such other persons as SIDBI may authorise, the progress of the project at the development /customization site of the Bidder or where the services are being rendered by the Bidder.

The Bank and its authorized representatives, including regulator like RBI shall have the right to visit any of the Bidder's premises with prior notice to ensure that data provided by the Bank is not misused. The Bidder will have to cooperate with the authorized representative/s of the Bank and will have to provide all information/ documents required by the Bank.

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### **7.38. Audit**

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The Bidder shall allow the Bank, its authorised personnel, its auditors (internal and external), authorised personnel from RBI / other regulatory & statutory authorities, and grant unrestricted right to inspect and audit its books and accounts, to provide copies of any audit or review reports and findings made on the agency, directly related to the services.

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### **7.39. Non-solicitation**

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The selected Bidder, during the term of the contract and for a period of two years thereafter shall not without the express prior written consent of the Bank, directly or indirectly:

- a. Recruit, hire, appoint or engage or attempt to recruit, hire, appoint or engage or discuss employment with or otherwise utilize the services of any person who has been an employee or associate or engaged in any capacity, by the Bank in rendering services in relation to the contract; or
  - b. Induce any person who shall have been an employee or associate of the Bank at any time to terminate his/ her relationship with SIDBI.
- 

### **7.40. No Employer Employee Relationship**

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The selected Bidder or any of its holding/subsidiary/joint-venture/ affiliate/ group/ client companies or any of their employees/ officers/ staff/ personnel/ representatives/ agents shall not, under any circumstances, be deemed to have any employer-employee relationship with SIDBI or any of its employees/ officers/ staff/ representatives/personnel/agents.

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### **7.41. Vicarious Liability**

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The selected Bidder shall be the principal employer of the employees, agents, contractors, sub-contractors etc., engaged by the selected Consultant and shall be vicariously liable for all the acts, deeds, matters or things, whether the same is within the scope of power or outside the scope of power, vested under the contract. No right of any employment in the Bank shall accrue or arise, by virtue of engagement of employees, agents, contractors, subcontractors etc. by the selected Bidder, for any assignment under the contract. All remuneration, claims, wages dues etc. of such employees, agents, contractors, sub-contractors etc. of the selected Bidder shall be paid by the selected Bidder alone and the Bank shall not have any direct or indirect liability or obligation, to pay any charges, claims or wages of any of the selected Bidder's employees, agents, contractors, subcontractors etc. The selected Bidder shall agree to hold the Bank, its successors, assigns and administrators fully indemnified, and harmless against loss or liability, claims, actions or proceedings, if any, whatsoever nature that may arise or caused to the Bank through the action of the selected Bidder's employees, agents, contractors, subcontractors etc.

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### **7.42. Other Conditions**

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It is clarified, as and by way of abundant caution that SIDBI will have all ownership and / or license rights on all the ideas, concepts, proposals, etc. developed by the Bidder during the course of this assignment as specified in the RFP and paid for by SIDBI.

SIDBI reserves the right to negotiate any aspect of proposal with any Bidder and negotiate with more than one Bidder at a time after the RFP closes to improve upon or clarify any response or bid proposal.

SIDBI reserves the right to ask some or all Bidders for clarification of their offer to assist in the scrutiny, evaluation and comparison of offers and based on this, disqualify the Bidder whose clarification is found not suitable for the proposed project.

SIDBI reserves the right to share the information/clarifications provided in response to RFP by any Bidder, with any other Bidder (s)/others, in any form.

However, SIDBI, on the specific request of the Bidders, may furnish reasons for rejecting a tender.

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### **7.43. Representations and Warranties**

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In order to induce SIDBI to enter into the Contract, the Bidder hereby represents and warrants as of the date hereof, which representations and warranties shall survive the term and termination hereof, the following:

- a. That the Bidder is a partnership firm/LLP/company which has the requisite qualifications, skills, experience and expertise in providing the service(s), the technical know-how and the financial wherewithal, the power and the authority to enter into the Contract and provide the service(s) sought by SIDBI.
- b. That the Bidder is not involved in any major litigation and no litigation or investigation is threatened against the Bidder. That the existing or threatened litigations or investigations do not have an impact of affecting or compromising the performance and delivery of service(s) under the RFP/Contract.
- c. That the representations made by the Bidder in its bid are and shall continue to remain true and fulfill all the requirements as are necessary for executing the duties, obligations and responsibilities as laid down in the Contract and RFP and unless SIDBI specifies to the contrary, the Bidder shall be bound by all the terms of the bid. The Bidder has not suppressed any information, which is within the knowledge of the Bidder
- d. That the Bidder meets the requisite eligibility criteria as set out hereinabove and has the requisite professional skills, personnel and resources/authorizations that are necessary for providing / rendering all such service(s) as are necessary to perform its obligations under the bid and this Contract
- e. That the Bidder shall ensure that all assets including but not limited to software's, licenses, databases, documents, etc. developed, procured, deployed and created during the term of the Contract are duly maintained and suitably updated, upgraded, replaced with regard to contemporary and statutory requirements.
- f. That the Bidder shall use such assets of SIDBI as SIDBI may permit for the sole purpose of execution of its obligations under the terms of the bid, or the Contract. The Bidder shall however, have no claim to any right, title,

lien or other interest in any such property, and any possession of property for any duration whatsoever shall not create any right in equity or otherwise, merely by fact of such use or possession during or after the term hereof.

- g. That the Bidder shall procure all the necessary permissions and requisite authorities approvals, consents, no objections and licenses for use of various software and any copyrighted process/product free from all claims, titles, interests and liens thereon, and shall keep SIDBI, its directors, officers, employees, representatives, consultants and agents indemnified in relation thereto.
- h. That all the representations and warranties as have been made by the Bidder with respect to its bid and the Contract, are true and accurate, and shall continue to remain true and accurate through the term of the Contract.
- i. That the execution of the service(s) herein is and shall be strictly in accordance and in compliance with all applicable laws, as amended from time to time, the regulatory framework governing the same and the good industry practice.
- j. That there are - (a) no legal proceedings pending or threatened against the Bidder or its team which adversely affect/may affect performance under the Contract; and (b) no inquiries or investigations have been threatened, commenced or pending against the Bidder or its team members by any statutory or regulatory or investigative agencies.
- k. That the Bidder has the corporate power to execute, deliver and perform the terms and provisions of the Contract and has taken all necessary corporate action to authorize the execution, delivery and performance by it of the Contract.
- l. That all the conditions precedent under the Contract has been complied.
- m. That neither the execution and delivery by the Bidder of the Contract nor the Bidder's compliance with or performance of the terms and provisions of the Contract (i) will contravene any provision of any applicable laws or any order, writ, injunction or decree of any court or governmental authority binding on the Bidder (ii) will conflict or be inconsistent with or result in any breach of any or the terms, covenants, conditions, provisions or stipulations of, or constitute a default under any agreement, contract or instrument to which the Bidder is a party or by which it or any of its property or assets is bound or to which it may be subject or (iii) will violate any provision of the Constitutional Documents (if applicable) of the Bidder.
- n. That the Bidder certifies that all registrations, recordings, filings and notarizations of the Contract and all payments of any tax or duty, including without limitation stamp duty, registration charges or similar amounts which are required to be effected or made by the Bidder which is necessary to ensure the legality, validity, enforceability or admissibility in evidence of the Contract have been made by him/her/it.
- o. That the Bidder confirms that there has not and shall not occur any execution, amendment or modification of any agreement/contract without

the prior written consent of SIDBI, which may directly or indirectly have a bearing on the Contract or service(s).

- p. That the Bidder owns, has license to use or otherwise has the right to use, free of any pending or threatened liens or other security or other interests all Intellectual Property Rights, which are required or desirable for the service(s) and the Bidder does not, in carrying on its business and operations, infringe any Intellectual Property Rights of any person. None of the Intellectual Property or Intellectual Property Rights owned or enjoyed by the Bidder or which the Bidder is licensed to use, which are material in the context of the Bidder's business and operations are being infringed nor, there is any infringement or threatened infringement of those Intellectual Property or Intellectual Property Rights licensed or provided to the Bidder by any person. All Intellectual Property Rights (owned by the Bidder or which the Bidder is licensed to use) are valid and subsisting. All actions (including registration, payment of all registration and renewal fees) required to maintain the same in full force and effect have been taken thereon and shall keep SIDBI, its directors, officers, employees, agents, representatives and consultants indemnified in relation thereto.

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#### **7.44. Relationship between the Parties:**

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Nothing in the Contract constitutes any fiduciary relationship between SIDBI and successful Bidder/its team or any relationship of employer - employee, principal and agent, or partnership, between SIDBI and the successful Bidder.

No Party has any authority to bind the other Party in any manner whatsoever, except as agreed under the terms of the Contract.

SIDBI has no obligation to the successful Bidder's except as agreed under the terms of the Contract.

All employees/personnel/ representatives/agents etc., engaged by the successful Bidder for performing its obligations under the Contract/RFP shall be in sole employment of the successful Bidder and the successful Bidder shall be solely responsible for their salaries, wages, statutory payments etc. Under no circumstances, shall SIDBI be liable for any payment or claim or compensation (including but not limited to any compensation on account of any injury / death / termination) of any nature to the employees/personnel/representatives/agent etc. of the successful Bidder.

The successful Bidder shall disclose to SIDBI in writing, all actual and potential conflicts of interest that exist, arise or may arise (either for the successful Bidder or its team/agents/representatives/personnel etc.) in the course of performing the services as soon as practical after it becomes aware of that conflict.

The successful Bidder shall not make or permit to be made a public announcement or media release about any aspect of the Contract unless SIDBI first gives the successful Bidder its prior written consent

\* \* \*

**8. Annexure(s)****Annexure – I: Undertaking regarding agreement of all terms of RFP***(To be submitted on Bidders company letter head)*

Date:

To,  
**The General Manager**  
Direct Credit Vertical,  
Small Industries Development Bank of India,  
SIDBI Tower, 15 Ashok Marg,  
Lucknow – 226001  
Uttar Pradesh

Dear Sir,

- 1) Having examined the RFP including all Annexures and Appendices, the receipt of which is hereby duly acknowledged, we, the undersigned qualify under the minimum eligibility criteria and offer to supply, deliver, implement and commission ALL the items mentioned in the “Request for Proposal” and the other schedules of requirements and services for SIDBI in conformity with this RFP.

Sr. No.	Particulars	Details
1.	Name of the Bidder	
2.	Registered Address	
3.	Website address	
4.	Nature of entity (partnership/ private/ public etc.)	
5.	Name of Partners / Directors	
6.	Date of Incorporation	
7.	Details of authorized contact person	
	Name	
	Designation	
	Telephone nos	
	Mobile no	
	Email Address	
	Fax no	

- 2) We confirm that we have the in-house capabilities to complete the assignment mentioned under this RFP on our own and not through any associate.
- 3) We confirm that we have the technical capabilities to deliver all the requirements of the above-mentioned RFP.
- 4) We hereby certify that we have provided all the information requested by the Bank in the format requested for. The information provided is correct and true to the best of our knowledge. In case at any stage, it is found that the information given by us is false / not correct or in a different format, SIDBI shall have the absolute right to take any action as deemed fit without any prior intimation to us.



- 5) We agree to abide by the terms of this Tender from the date fixed for receiving the same or agreed extended period and it shall remain binding upon us and may be accepted at any time before the expiry of the period.
- 6) If our Proposal is accepted, we undertake to complete and deliver the whole of the works comprised in the RFP; comply with the delivery schedule as mentioned in the RFP and agree to abide by the General Terms and Conditions.
- 7) We agree to abide by this Financial Proposal for 180 days from the date of the Financial Proposal opening and our Offer shall remain binding on us and may be accepted by the Bank any time before expiry of the offer.
- 8) Unless and until a formal Agreement is prepared and executed, this Tender together with our written acceptance thereof shall constitute binding Terms and Conditions between SIDBI and us
- 9) We understand that the Request for Proposal (RFP) does not commit SIDBI to reimburse the Participant for any costs incurred in submission of this proposal. All statements in this RFP and any pre-contract negotiations, understandings and agreements resulting from this RFP are preliminary; consequently, SIDBI has no obligation to us until a written contract is executed.
- 10) We agree that the Bank is not bound to accept the lowest or any Bid the Bank may receive.
- 11) We understand that SIDBI has the right, without assigning reasons thereof, to
  - a. Reject, amend, and modify any condition contained in the RFP
  - b. Terminate this RFP
  - c. Negotiate with one or more Participants
  - d. Not award the assignment to any of the Participants and / or recommence the entire process.
  - e. Contract with one or more Participants for any reasons whatsoever.
  - f. Modify the requirements and terms of this RFP and request revised proposals from some or all of the Participants.

Signature of Authorised Person or bidder
Full Name & Designation of Authorised Person
Date:

**Seal of Bidder**

**Annexure – II: Format for Relevant Engagements**

Please use the format below to provide information for which your firm was legally contracted for carrying out consulting assignment.

(Use separate sheet for each client)

Name of the Client	
Description of the assignment	
Duration of the assignment (in months) as per agreement:	
Date of assignment	
Duration of all the consulting assignments for the client (in Months):	
Number of professional staff Provided for the consulting Assignments for the client	
Impact achieved	
Contact Details of senior Executive of the Client (Name, Contact Number, email id)	
Names of Key Resources involved in the assignment	

*Letter of assignment issued by the client to be attached for each engagement reference mentioned. In the absence of letter of assignment, a reference letter as per Annexure III may be provided.*

**Signature of Authorised Person of bidder**

Full Name & Designation of Authorised Person

Date:

**Seal of Bidder**

**Annexure –III: Format for Reference Letter from Client**

(On letterhead of the client duly stamped and signed)

Date: \_\_\_\_\_  
(not older than 12 month)

**TO WHOM SO EVER IT MAY CONCERN**

This is to certify that the following \_\_\_\_\_ (Name of the Bidder) has been engaged by us for consulting services for \_\_\_\_\_ (Caption of the assignment undertaken) for a period of \_\_\_\_\_ months/ years from \_\_\_\_ (Start date) to \_\_\_\_\_ (End Date). The assignment was completed by \_\_\_\_\_ (name of the Bidder) on \_\_\_\_\_ (date of completion).

Name:

Designation:

**Annexure – IV: Declaration: No Ownership or Control of SIDBI Directors/  
Employees (or relatives)**

(On letterhead of the bidder duly stamped and signed)

**DECLARATION-CUM-CERTIFICATE**

**TO WHOM SO EVER IT MAY CONCERN**

This is to certify that \_\_\_\_\_ (Name of the Bidder) is not a related party to SIDBI as per the provisions of Companies Act 2013, as amended from time to time.

Name:

Designation:

Date:

**Annexure – V: Not penalized or Found Guilty in any Court of Law**

(On letterhead of the bidder duly stamped and signed)

**DECLARATION-CUM-CERTIFICATE**

**TO WHOM SO EVER IT MAY CONCERN**

This is to certify that the consulting firm/company has not been penalized or found guilty in any court of Law and the firm/ company has not been blacklisted / debarred by any Central Government Ministry / Bank / RBI/ IBA / SEBI/ any regulatory authority

Further, this is to certify that \_\_\_\_\_ does not have any legal, civil, criminal, taxation and other cases pending against \_\_\_\_\_ that may have any impact affecting or compromising the delivery of services required.

Name:

Designation:

Date:

**Annexure – VI: Number of Full Time professionals**

(On letterhead of the consultant duly stamped and signed)

**DECLARATION-CUM-CERTIFICATE**

**TO WHOM SO EVER IT MAY CONCERN**

This is to certify that \_\_\_\_\_ (Name of the Bidder) has \_\_\_\_\_ full time professional staff engaged exclusively in consulting services in India as on January 31, 2019.

Name:

Designation:

Date:

## Annexure – VII: Approach and Methodology

The Consultancy bidding firm/ company should submit the Approach, Methodology and work plan in one integrated document. The submission should highlight Consultancy firm's analysis of the current issues before SIDBI and likely solutions to address these. It should highlight the proposed approach and methodology for delivery of the assignment proposed, given the understanding of the Bank.

The approach and work plan should clearly highlight the implementation roadmap. It must also include clearly defined timelines, milestones and deliverables. The scope of work is as defined in the RfP.

The agency / consultant will indicate and strictly follow the work plan and the time schedule agreed with SIDBI in undertaking the assignment.

1. An appropriate methodology will have to be determined and suggested by the consultant to reach the objectives.
2. The consultant will work in close collaboration with SIDBI.
3. The consultant will undertake collection of all the required data/information from various sources and evaluate them to arrive at analytical conclusion along with rationale and justification.

\*\*\*\*

### Annexure – VIII: Resources and Staffing

#### Proposed list of dedicated personnel

SN	Name	Age	Qualification	Total Experience	Experience Relevant to RFP (no. of assignment, assignment name, role in each assignment)	Proposed Role in the Team
<b>Partner</b>						
1						
<b>Director</b>						
1						
2						
<b>Manager</b>						
1						
2						
<b>Senior Consultant</b>						
1						
<b>Consultant</b>						
1						
<b>Analyst</b>						
1						

A list of dedicated personnel, to be deployed for the assignment to be furnished with details as per the table above. The Bidder shall make a provision for equivalent standby resource in absence of primary resource.

The Bank shall reserve the right to seek the change of resource personnel in case of need.

#### Staffing Schedule

The staffing schedule for all the dedicated Team Members proposed for the engagement should be provided for the entire duration of the engagement as per the format provided below:

SN	Particulars	Details to be provided		
1	Name of the dedicated Team Member with time allocation (in% age)			
2	No. of staff deployed for full-time onsite			

Signature of Authorised Person of Bidding firm/ company

Full Name & Designation of authorised

Person

Name of the Bidding firm/ company

Date: \_\_\_\_\_

**Seal of Bidder**



**Annexure – IX: Technical Bid Format**

**TECHNICAL PROPOSAL FORMAT**

Sl. No.	Service Requirement	Response of the Bidder by way of process description with sketch/diagram/lay out etc as deem fit (Applicant should attach documents supporting the service requirements)
1	The Consultant/Agency should have experience of deployment and execution of project management units in at least one project during past 5 years.	Please also indicate the names & number of Banks/FIs/Regulatory Authorities to whom such services have been provided.
2	The Consultant should have undertaken similar projects in the past for Indian Public-Sector Banks / Private Sector Banks / Foreign Banks/ Financial Institutions / NBFCs. Similar projects would mean: 4) Provided advisory services to Banks/FIs/NBFCs for initiating new line of business for upcoming sectors 5) Provided advisory services for credit delivery processes for the sector. 6) Any similar projects, as deemed fit by the Bank	
3	The Consultant should have been in existence in India for over 10 years as on the date of RFP with ability to service the client across India and have minimum of 5 years of hands-on developmental, operational and research experience of international standard (international exposure in A & D sector would be preferred) in the aerospace & defence sector or have international affiliates having required exposure	
4	The Consultant should have earned a professional fee / minimum revenue of INR 100 crore (Rupees One hundred Crore only) from management consultancy / advisory services during any of the two previous financial years, as per audited financial statement (Provisional / Unaudited for FY2019-20 is allowed)	
5	Details of full-time professional staff engaged exclusively in consulting services (number of staff) in India as on March 31, 2020	
6	Relevant experiences of dedicated resources proposed to be carrying out the assignment	
5	Please also provide the detailed write-up on the Approach & methodology proposed to be adopted for the assignment as indicated in Annexure VII in not more than 5000 words.	

**Annexure – X: Financial Bid Format**

Bidders should quote prices in the following manner:

S No	Scope of Work	All-inclusive cost (INR)	
		In figures	In words
1	Total Cost for Consultancy		

Yours faithfully,

Authorized Signatory

Name:

Designation:

Vendor's Corporate Name

Address

Email and Phone #

**Annexure – XI: Integrity Pact****PRE CONTRACT INTEGRITY PACT**(RFP No.: \_\_\_\_\_  
\_\_\_\_\_)*(TO BE EXECUTED ON A NON-JUDICIAL STAMPED PAPER)***General**

This pre-bid-pre-contract Agreement (hereinafter called the Integrity Pact) is made at \_\_\_\_\_ place on ---- day of the month of -----, -----(Year) between Small Industries Development Bank of India, having its Head Office at 15, Ashok Marg, Lucknow – 226001 (hereinafter called the "The Principal", which expression shall mean and include, unless the context otherwise requires, its successors and assigns) of the First Part and

M/s \_\_\_\_\_ represented by Shri \_\_\_\_\_, Chief Executive Officer (hereinafter called "The BIDDER / Contractor" which expression shall mean and include, unless the context otherwise requires, his successors and permitted assigns) of the Second Part.

SIDBI and BIDDER hereinafter shall be jointly called as the "Parties".

WHEREAS SIDBI proposes to issue RFP for 'Engagement of an agency for devising an intervention strategy in A & D sector and deployment of Project Management Unit (PMU) for development of MSMEs' and the BIDDER is willing to offer/has offered the services and

WHEREAS the BIDDER is a private company/public company/ Government undertaking/ partnership/ registered export agency, constituted in accordance with the relevant law in the matter and SIDBI is a corporation set up under an Act of Parliament.

**Preamble**

The Principal intends to issue RFP for 'Engagement of an agency for devising an intervention strategy in A & D sector and deployment of Project Management Unit (PMU) for development of MSMEs' The Principal values full compliance with all relevant law of the land, rules regulations, economic use of resources and of fairness / transparency in its relations with its Bidder(s) and / or Contractor(s).

In order to achieve these goals, the Principal will appoint Independent External Monitors (IEMs) who will monitor the tender process and the execution of the contract for compliance with the principles mentioned above.

**Section 1 – Commitments of the Principal**

- (1) The Principal commits itself to take all measures necessary to prevent corruption and to observe the following principles: -
- a. No employee of the Principal, personally or through family members, will in connection with the tender for, or the execution of a contract, demand, take a promise for or accept, for self or third person, any material or immaterial benefit which the person is not legally entitled to.

- b. The Principal will, during the tender process treat all Bidder(s) with equity and reason. The Principal will in particular, before and during the tender process, provide to all Bidders(s) the same information and will not provide to any Bidder(s) confidential / additional information through which the Bidder(s) could obtain an advantage in relation to the tender process or the contractor execution.
  - c. The Principal will exclude from the process all known prejudiced persons.
- (2) If the Principal obtains information on the conduct of any of its employees which is a criminal offence under the IPC/ PC Act, or if there be a substantive suspicion in this regard, the Principal will inform the Chief Vigilance Officer and in addition can initiate disciplinary action.

## **Section 2 – Commitments of the Bidder (s) / Contractor(s)**

- (1) The Bidder(s) / Contractor (s) commit themselves to take all measures necessary to prevent corruption. The Bidder(s) / Contractor (s). Commit themselves to observe the following principles during participation in the tender process and during the contract execution.
- a. The Bidder(s) / Contractor(s) will not, directly or through any other person or firm, offer, promise or give to any of the Principal's employees involved in the tender process or the execution of the contract or to any third person any material or other benefit which he/she is not legally entitled to, in order to obtain in exchange any advantage of any kind whatsoever during the tender process or during the execution of the contract.
  - b. The Bidder(s) / Contractor (s) will not enter with other Bidders into any undisclosed agreement or understanding, whether formal or informal. This applies in particular to prices, specifications, certifications, subsidiary contracts, submission or non-submission of bids or any other actions to restrict competitiveness or to introduce cartelisation in the bidding process.
  - c. The Bidder(s) / Contractor(s) will not commit any offence under the relevant IPC/ PC Act; further the Bidder(s) / Contractor(s) will not use improperly, for purposes of competition or personal gain, or pass on to others, any information or document provided by the Principal as part of the business relationship regarding plans, technical proposals and business details, including information contained or transmitted electronically.
  - d. The Bidder(s) / Contractor (s) of foreign origin shall disclose the name and address of the Agents / representatives in India, if any. Similarly the Bidder(s) / Contractor(s) of Indian Nationality shall furnish the name and address of the foreign principals, if any, Further details as mentioned in the "Guidelines on Indian Agents of Foreign Suppliers" shall be disclosed by the Bidder(s) / Contractor (s). Further as mentioned in the Guidelines all the payments made to the Indian agent / representative have to be in Indian Rupees only.

- e. The Bidder(s) / Contractor (s) will, when presenting their bid, disclose any and all payments made, is committed to or intends to made to agents, brokers or any other intermediaries in connection with the award of the contract.
  - f. Bidder(s) / Contractor (s) who have signed the Integrity Pact shall not approach the Courts while representing the matter to IEMs and shall wait for their decision in the matter.
- (2) The Bidder(s) / Contractor (s) will not instigate third persons to commit offences outlined above or be an accessory to such offences.

### **Section 3 - Disqualification from tender process and exclusion from future contracts**

If the Bidder(s) / Contractor (s), before award or during execution has committed a transgression through a violation of Section 2, above or in any other form such as to put their reliability or credibility in question, the Principal is entitles to disqualify the Bidder(s) / Contractor(s) from the tender process or take action as per the procedure mentioned in the "Guidelines on Banning of business dealings".

### **Section 4 – Compensation for Damages**

- (1) If the Principal has disqualified the Bidder(s) from the tender process prior to award according to Section 3, the Principal is entitled to demand and recover the damages equivalent to Earnest Money Deposit / Bid Security.
- (2) If the Principal has terminated the contractor according to Section 3, or if the Principal is entitles to terminate the contract according to Section 3, the Principal shall be entitles to demand and recover from the Contractor liquidated damages of the Contract value or the amount equivalent to Performance Bank Guarantee.

### **Section 5 – Previous transgression**

- (1) The Bidders declares that no previous transgressions occurred in the last three years with any other company in any country conforming to the anti-corruption approach or with any Public Sector Enterprise in India that could justify his exclusion from the tender process.
- (2) If the Bidder makes incorrect statement on this subject, he can be disqualified from the tender process or action can be taken as per the procedure mentioned in "Guidelines on Banning of business dealings".

### **Section 6 – Equal treatment of all Bidders / contractors / Subcontractors**

- (1) In case of sub-contracting, the Principal Contractor shall take the responsibility of the adoption of Integrity Pact by the sub-contractor.
- (2) The Principal will enter into agreements with identical conditions as this one with all Bidders and Contractors.

- (3) The Principal will disqualify from the tender process all bidders who do not sign the Pact or violate its provisions.

### **Section 7 – Criminal charges against violating Bidder(s) / contractor(s) / Subcontractor(s)**

If the Principal obtains knowledge of conduct of a Bidder, Contractor or Subcontractor, or of an employee or a representative or an associate of a Bidder, Contractor or Subcontractor which constitutes corruption, or if the Principal has substantive suspicion in this regard, the Principal will inform the same to the Chief Vigilance Officer.

### **Section 8 – Independent External Monitor**

- (1) The Principal appoints competent and credible Independent External Monitor for this Pact after approval by Central Vigilance Commission. The task of the Monitor is to review independently and objectively, whether and to what extent the parties comply with the obligations under this agreement.
- (2) The Monitor is not subject to instructions by the representatives of the parties and performs his / her functions neutrally and independently. The Monitor would have access to all Contract documents, whenever required. It will be obligatory for him / her to treat the information and documents of the Bidders / Contractors as confidential. He / she reports to the Chairman, SAIL.
- (3) The Bidder(s) / Contractor(s) accepts that the Monitor has the right to access without restriction to all Project documentation of the Principal including that provided by the Contractor. The Contractor will also grant the Monitor, upon his/her request and demonstration of a valid interest, unrestricted and unconditional access to their project documentation. The same is applicable to Sub- contractor.
- (4) The Monitor is under contractual obligation to treat the information and documents of the Bidder(s) / Contractor(s) / Sub-Contractor(s) with confidentiality. The Monitor has also signed declaration on 'Non-Disclosure of Confidential Information' and of 'Absence of Conflict of Interest'. In case of any conflict of interest arising at a later date, the IEM shall inform Chairman, SAIL and recuse himself / herself from that case.
- (5) The Principal will provide to the Monitor sufficient information about all meetings among the parties related to the Project provided such meetings could have an impact on the contractual relations between the Principal and the Contractor. The parties offer to the Monitor the option to participate in such meetings.
- (6) As soon as the Monitor notices, or believes to notice, a violation of this agreement, he / sheet will so inform the Management of the Principal and request the Management to discontinue or take corrective action, or to take other relevant action. The monitor can in this regard submit non-binding recommendations. Beyond this, the Monitor has no right to demand from the parties that they act in a specific manner, refrain from action or tolerate action.

- (7) The Monitor will submit a written report to the Chairman SAIL within 8 to 10 week from the date of reference or intimation to him by the Principal and, should the occasion arise, submit proposal for correcting problematic situations.
- (8) If the Monitor has reported to the Chairman SAIL, a substantiated suspicion of an offence under relevant IPC/PC Act, and the Chairman SAIL has not, within the reasonable time taken visible action to proceed against such offence or reported it to the Chief Vigilance Officer, the Monitor may also transmit this information directly to the Central Vigilance Commissioner.
- (9) The word '**Monitor**' would include both singular and plural.

### Section 9 – Pact Duration

The Pact begins when both parties have legally signed it. It expired for the Contractor 12 months after the last payment under the contract, and for all other Bidders 6 months after the contract has been awarded. Any violation of the same would entail disqualification of the bidders and exclusion from future business dealings.

if any claim is made / lodged during this time, the same shall be binding and continue to be valid despite the lapse of this pact as specified above, unless it is discharged / determined by Chairman of SAIL.

### Section 10 – Other Provisions

- (1) This agreement is subject to Indian Law. Place of performance and jurisdiction is the Registered Office of the Principal i.e. New Delhi.
  - (2) Changes and supplements as well as termination notices need to be made in writing. Side agreements have not been made.
  - (3) If the Contractor is partnership of a consortium, this agreement must be signed by all partners or consortium members.
  - (4) Should one or several provisions of this agreement turn out to be invalid, the remainder of this agreement remains valid. In this case, the parties will strive to come to an agreement to their original intentions.
  - (5) Issues like Warranty / Guarantee etc. shall be outside the purview of IEMs.
  - (6) In the event of any contradiction between the Integrity Pact and its Annexure, the Clause in the Integrity Pact will prevail.
1. This pact shall be deemed as part of the contract that may be entered into pursuant to this RFP. The parties hereby sign this integrity Pact, at \_\_\_\_\_

on \_\_\_\_\_

SIDBI

Name of the Officer

Designation

SIDBI

Witness

1. \_\_\_\_\_

2. \_\_\_\_\_

BIDDER

Chief Executive Officer

Witness

1. \_\_\_\_\_

2. \_\_\_\_\_

Provisions of these clauses would need to be amended / deleted in line with the policy of SIDBI in regard to involvement of Indian agents of foreign suppliers.

**Annexure – XII: Bank Mandate Form**

*(To be submitted in Duplicate)*

(Please fill in the information in CAPITAL LETTERS. Please TICK wherever it is applicable)

1. Name of Borrower / vendor / supplier: \_\_\_\_\_  
Vendor Code (if applicable) \_\_\_\_\_

2. Address of the Borrower / vendor / supplier:

City \_\_\_\_\_ Pin Code \_\_\_\_\_

E-mail id: \_\_\_\_\_

Phone No. with STD code: \_\_\_\_\_

Mobile No.: \_\_\_\_\_

Permanent Account Number \_\_\_\_\_

MSE Registration / CA Certificate \_\_\_\_\_ (if applicable)

**3. Particulars of Bank account:**

Beneficiary Name			
Bank Name		Branch Name	
Branch Place		Branch City	
PIN Code		Branch Code	
MICR No.			
Account type	Saving	Current	Cash Credit
Account No.	(as appearing in the Cheque book)		
<b>(Code number appearing on the MICR<sup>1</sup>cheque supplied by the Bank. Please attach a cancelled cheque of your bank for ensuring accuracy of the bank name, branch name &amp;code and Account Number)</b>			
IFSC CODE <sup>2</sup>	For RTGS transfer		For NEFT transfer

**4. Date from which the mandate should be effective :**

I hereby declare that the particulars given above are correct and complete. If any transaction is delayed or not effected for reasons of incomplete or incorrect information, I shall not hold SIDBI / IDBI Bank responsible. I also undertake to advise any change in the particulars of my account to facilitate updation of records for purpose of credit of amount through RBI RTGS/NEFT.

Place : \_\_\_\_\_

Date : \_\_\_\_\_

Signature of the party / Authorized Signatory

Certified that particulars furnished above are correct as per our records.

Bank's stamp :

Date :

(Signature of the Authorized Official from the Banks)

**N.B.: RTGS/NEFT charges if any, is to be borne by the party**

**1, 2: Note on IFSC / MICR**

Indian Financial System Code (IFSC) is an alpha numeric code designed to uniquely identify the bank-branches in India. This is 11 digit code with first 4 characters representing the bank's code, the next character reserved as control character (presently 0 appears in the fifth position) and remaining 6 characters to identify the branch. The MICR code, (Magnetic Ink Character Recognition) that appears on cheques, has 9 digits to identify the bank-branch. RBI had since advised all the banks to print IFSC on cheque leaves issued to their customers. A customer may also contact his bank-branch and get the IFS Code of that branch.



**Annexure – XIII: Non-Disclosure Agreement**

*(Sample Format – To be executed on a non-judicial stamped paper of requisite value)*

WHEREAS, we, \_\_\_\_\_, having Registered Office at \_\_\_\_\_, hereinafter referred to as the COMPANY / Partnership Firm / LLP, are agreeable to execute “Engagement of an agency for devising an intervention strategy in A & D sector and deployment of Project Management Unit (PMU) for development of MSMEs” as per scope defined in the RFP No.: \_\_\_\_\_ for Small Industries Development Bank of India, having its Head office at SIDBI Tower, 15 Ashok Marg, Lucknow, 226001, (hereinafter referred to as the BANK) and,

WHEREAS, the COMPANY understands that the information regarding the Bank’s Infrastructure shared by the BANK in their Request for Proposal is confidential and/or proprietary to the BANK, and

WHEREAS, the COMPANY understands that in the course of submission of the offer for the said RFP and/or in the aftermath thereof, it may be necessary that the COMPANY may perform certain jobs/duties on the Bank’s properties and/or have access to certain plans, documents, approvals, data or information of the BANK;

NOW THEREFORE, in consideration of the foregoing, the COMPANY agrees to all of the following conditions, in order to induce the BANK to grant the COMPANY specific access to the BANK’s property/information, etc.;

The COMPANY will not publish or disclose to others, nor, use in any services that the COMPANY performs for others, any confidential or proprietary information belonging to the BANK, unless the COMPANY has first obtained the BANK’s written authorization to do so;

The COMPANY agrees that information and other data shared by the BANK or, prepared or produced by the COMPANY for the purpose of submitting the offer to the BANK in response to the said RFP, will not be disclosed to during or subsequent to submission of the offer to the BANK, to anyone outside the BANK;

The COMPANY shall not, without the BANK’s written consent, disclose the contents of this Request for Proposal (Bid) or any provision thereof, or any specification, document, plan, pattern, sample or information (to be) furnished or shared by or on behalf of the BANK in connection therewith, to any person(s) other than those employed/engaged by the COMPANY for the purpose of submitting the offer to the BANK and/or for the performance of the Contract in the aftermath. Disclosure to any employed/ engaged person(s) shall be made in confidence and shall extend only so far as necessary for the purposes of such performance.

Yours sincerely,

Date	Signature of Authorised Signatory ...
Place	Name of the Authorised Signatory ...
	Designation ...
	Name of the Organisation ...
	Seal ...

**Annexure – XIV : Performance Bank Guarantee (To be executed on a non judicial stamp paper of requisite value)****PERFORMANCE BANK GUARANTEE**

KNOW ALL MEN BY THESE PRESENTS that in consideration of the Small Industries Development SIDBI of India (SIDBI), a Corporation constituted and established under the Small Industries Development SIDBI of India Act, 1989, and having its Head Office at SIDBI Tower, 15 Ashok Marg, Lucknow, 226001, (hereinafter called the SIDBI ) having agreed to award a contract to M/s. ' Agency Name' having its office at ' Agency's Office Address', (hereinafter called "the Agency") for "**Engagement of an agency for devising an intervention strategy in A & D sector and deployment of Project Management Unit (PMU) for development of MSMEs**" on the terms and conditions contained in the order No..... dated \_\_\_\_\_ placed with the Agency by SIDBI (hereinafter called "the said Order") which terms, inter alia, stipulates for submission of bank guarantee of ₹..... (Rupees \_\_\_\_\_ only), for the due fulfillment by the Agency of the terms and conditions of the said Order.

At the request of the Agency, (SIDBI name & address) \_\_\_\_\_, having its principal/ registered office at \_\_\_\_\_ and, for the purposes of this Guarantee, acting through its branch namely (SIDBI name & address) \_\_\_\_\_ (herein after referred to as (SIDBI name) \_\_\_\_\_ which term shall mean and include, unless to repugnant to the context or meaning thereof, its successors and permitted assigns), hereby issue our guarantee No \_\_\_\_\_ in favour of **Small Industries Development SIDBI of India (SIDBI)**

1. We, do hereby unconditionally and irrevocably undertake to pay to SIDBI, without any demur or protest, merely on receipt of a written demand in original before the close of banking business hours on or before \_\_\_\_\_, at our counters at (SIDBI address) \_\_\_\_\_ from SIDBI an amount not exceeding \_\_\_\_\_ by reason of any breach by the Agency of the terms and conditions contained in the said Agreement, the opinion of the SIDBI regarding breach shall be final, conclusive and binding.
2. We do hereby guarantee and undertake to pay forthwith on written demand to SIDBI such sum not exceeding the said sum of ₹\_\_\_\_\_ (Rupees \_\_\_\_\_ only) as may be specified in such written demand, in the event of the Agency failing or neglecting to perform the said Order for "**Engagement of an agency for devising an intervention strategy in A & D sector and deployment of Project Management Unit (PMU) for development of MSMEs**" to SIDBI in the manner and in accordance with the design specification, terms and conditions, contained or referred to in the said Order during its tenure.
3. We further agree that the guarantee herein contained shall remain in full force and effect till all obligations of Agency under or by virtue of the said Order have been fully and properly carried out or till validity date of this guarantee i.e. \_\_\_\_\_, whichever is earlier.
4. We undertake to pay to SIDBI all the money as per this Guarantee, notwithstanding any dispute or disputes raised by the Agency in any suit or

- proceeding pending before any court, tribunal or authority relating thereto or otherwise and our liability under these being absolute and unequivocal.
5. We further agree with you that SIDBI shall have the fullest liberty without our consent and without affecting in any manner our obligation hereunder (i) to vary any of the terms and conditions of the said Order (ii) to extend time for performance by the said Agency from time to time or postpone for any time (iii) to exercise or forbear to exercise any of the powers exercisable by SIDBI against said Agency and to forbear or enforce any of the terms and conditions relating to the said agreement and we shall not be relieved from our liability by reasons of any such variations or modifications or extension being granted to the said Agency for any forbearance act or omission on the part of SIDBI or any indulgence by the SIDBI to the said agreement or by any such matter or thing whatsoever which under the law relating to sureties would, but for this provisions, have an effect of so relieving us. However, nothing contained hereinbefore shall increase our liability under the guarantee above \_\_\_\_\_ or extend beyond \_\_\_\_\_
  6. The liability under this guarantee is restricted to ₹ \_\_\_\_\_ (Rupees \_\_\_\_\_ only) and will expire on (date) \_\_\_\_\_ and unless a claim in writing is presented to us at counters at (bank & address) \_\_\_\_\_ on or before (date) \_\_\_\_\_ all your rights will be forfeited and we shall be relieved of and discharged from all our liabilities hereunder.
  7. The Guarantee herein contained shall not be determined or affected by Liquidation or winding up or insolvency or closure of the Agency or any change in the constitution of the Agency or of the Bank.
  8. The executants has the power to issue this guarantee and executants on behalf of the Bank and hold full and valid Power of Attorney granted in their favour by the Bank authorizing them to execute this guarantee.
  9. Notwithstanding anything contained hereinabove, our liability under this guarantee is restricted to ₹ \_\_\_\_\_ (Rupees \_\_\_\_\_).
  10. This guarantee shall remain in force until (date) \_\_\_\_\_. Our liability hereunder is conditional upon your lodging a demand or claim with us and unless a demand or claim is lodged with us on or before (date) \_\_\_\_\_, your rights under the guarantee shall be forfeited and we shall not be liable there under. This guarantee shall be governed by and construed in accordance with the laws of India. The Guarantee will be returned to the Bank when the purpose of the guarantee has been fulfilled or at its expiry, whichever is earlier.
  11. We, (bank name, place) \_\_\_\_\_lastly undertake not to revoke this guarantee during its currency except with the previous consent of SIDBI in writing.
  12. Notwithstanding anything to the contrary contained herein, the liability of (bank name & place) under this guarantee is restricted to a maximum total amount of Rs \_\_\_\_\_ (Rupees \_\_\_\_\_).

13. Our liability pursuant to this guarantee is conditional upon the receipt of a valid and duly executed written claim, in original, by (bank name & address) \_\_\_\_\_, delivered by hand, courier or registered post, prior to close of banking hours on (date) \_\_\_\_\_, failing which all rights under this guarantee shall be forfeited and (bank name & place) \_\_\_\_\_ shall be absolutely and unequivocally discharged of all of its obligations hereunder. This Guarantee shall be governed by and construed in accordance with the laws of India and competent courts in the city of (place \_\_\_\_\_) shall have exclusive jurisdiction.
14. Kindly return the original of this guarantee to (bank name & address) upon the earlier of (a) its discharge by payment of claims aggregating to Rs \_\_\_\_\_ (Rupees \_\_\_\_\_) (b) fulfillment of the purpose for which this guarantee was issued; or (c) \_\_\_\_\_ (date)”
15. All claims under this guarantee will be made payable at (bank name & address) \_\_\_\_\_ by way of DD payable at Lucknow

In witness where of we ..... have set and subscribed our hand and seal this ..... day of .....2018.

SIGNED, SEALED AND DELIVERED.

BY

AT

IN THE PRESENCE OF WITNESS :

- 1) Name.....  
Signature.....  
Designation.....
- 2) Name.....  
Signature.....  
Designation.....

**End of RFP Document**