

Pre-bid Response

Tender Name: Expression of Interest (EOI) For Empanelment of Technical and Core Competency Support Service Providers for VSK, Cloud & other ICT Projects in India.

NIT No.: EdCIL/DES/Eoi/2025-26/001

S.NO	Company Name	Section No.	Page No.	Clause per EOI	Clarification Sought	Response
1	M/s Deloitte Touche Tohmatsu India LLP	Section 1, Point 9	4	Eoi Submission End Date: 30.05.2025 till 15:00 hrs	We request for an extension of 14 days for Eoi submission i.e., till 13.06.2025	Refer Corrigendum -01
2	M/s Deloitte Touche Tohmatsu India LLP	Section 5, Point 5.1	14	EdCIL intends to empanel an organization providing the resources required to full fill the responsibilities mentioned above. For the same, the following, but not limited to will be required:	We seek clarification on the indicative resource requirements mentioned in the document. While the section outlines the resource categories, it does not specify the minimum qualification requirements for each of the positions. Additionally, Clause 5.3 on Resource Management states that the firm should provide documentary proof for the qualifications and experience of the proposed manpower and certify that the CVs meet the terms and conditions of the Eoi. However, in the absence of clearly defined minimum qualification criteria, it becomes challenging to align the profiles accordingly.	Refer EOI document
3	M/s Deloitte Touche Tohmatsu India LLP	Section 5, Point 5.4	20	If the performance is found to be unsatisfactory, the bidder with the second lowest total cost i.e., L2	We would like to request further details on the performance evaluation mechanism, as the Eoi does not define the Key Performance Indicators (KPIs) or measurable parameters that would constitute "unsatisfactory performance." We request clarification on the following points: 1.	<ol style="list-style-type: none"> 1. It will depend on satisfactory report from the end client. 2. Opportunity will be given to L1

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				Bidder will then be asked to match the price of the L1 bidder and if L2 Bidder accepts then the work will be awarded to the L2 Bidder.	What are the specific KPIs or criteria that will be used to evaluate performance? 2. What is the frequency and methodology for performance reviews? 3. Will there be any opportunity for the selected bidder to address and rectify performance issues before invoking the clause to engage the L2 bidder? Clear definition of performance metrics is essential to ensure transparency and mutual understanding regarding deliverables and expectations.	bidder to address and rectify the performance issues.
4	M/s Deloitte Touche Tohmatsu India LLP	Section 6, Point 6.4.1	24	On case-to-case basis, the RFP will be called among the empanelled partners with the redefined scope of work, technical qualification (as per the quantum of work) and payment terms as per the end client requirement.	<p>The phrase "case-to-case basis" is ambiguous and open to interpretation. Hence we request clarification on the following points:</p> <ol style="list-style-type: none"> 1. What specific factors or conditions will determine whether an RFP is issued on a case-to-case basis? 2. Will all empanelled partners be invited for each such RFP, or will the invitation be selective? If selective, what will be the selection criteria? 3. Will the redefined scope, qualification criteria, and payment terms be standardized in any way, or will they vary entirely based on the end client's discretion? 	<ol style="list-style-type: none"> 1. RFP will be called between all the empaneled partners 2. RFP will be called between all the empaneled partners 3. It will depend on project-to-project basis and end client discretion 4. Refer EOI

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					4. Will there be any minimum guaranteed opportunity or allocation for empanelled partners?	
5	M/s Deloitte Touche Tohmatsu India LLP	Section 6, Point 6.3.3	23	The Bidder must have executed at least 3 projects of similar nature in last 3 years	We kindly request clarification on the definition and scope of projects considered to be of similar nature.	Refer Corrigendum - 01
6	M/s Deloitte Touche Tohmatsu India LLP	Section 6, Point 6.1.11		The Project Management Unit (PMU) personnel deployed by the bidder for any project must have been on the bidder's payroll for a minimum period of one year prior to deployment.	We request you to please relax this condition of the PM being on bidder's payroll for a minimum period of one year; because there may be times when we would have resources with required capabilities but may not have completed 1 year with the firm.	No Change
7	M/s KPMG	Generic			We would like to request Bid Authority to kindly extend the bid submission by 2 weeks i.e. till 13 June 2025. This is to ensure we follow our internal approvals and submit EdCIL a compliant proposal.	Refer Corrigendum - 01
8	M/s KPMG	Generic			We note that there is no capping on our overall liability under this EOI and hence we would like to include the below limitation of liability clause for inclusion in our EOI response:	Legal terms will be incorporated on project-to-project basis in tender documents

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					“Our aggregate liability under this engagement and in connection with the services shall be limited to one time the fees paid to us. We shall not be liable for any indirect or consequential losses.”	
9	M/s KPMG	Generic			We would also like to include following Arbitration clause in our response to the EOI- “Any dispute arising out of or in connection with the services shall be mutually referred to and resolved by Arbitration in accordance with the Arbitration and Conciliation Act, 1996”	Legal terms will be incorporated on project-to-project basis in tender documents
10	M/s KPMG	Generic		Documentary evidence attached	For project experience, we would like to request if you can include Go-live certificates/Client certificates as completion of projects along with Work orders/Purchase Order/Contracts	Yes, Refer EOI Document
11	M/s KPMG	Annexure 5	32	Details Of Full Time Experts on Firm Payroll	Request if you can clarify if the resource numbers to be mentioned as available on our payroll or for deployment? Most of our resources are currently deployed in different projects and hardly any resource is on bench.	Details of only key resources required.
12	M/s KPMG	6.3 Pre-Qualification Criteria	24	The Bidder must have executed at least 3 projects of similar nature in last 3 years	We understand similar nature here refers to "Software Development and maintenance projects including web based applications / portals / ERPs / data analysis and other similar applications of IT in general"	Refer Corrigendum - 01
13	M/s CSM Technologies Private Limited	Section 6 Eligibility and	23	Average Annual Turnover of the firm for the last three financial	Requesting authority to reduce the average annual turnover requirement from ₹300 Cr to ₹140 Cr, as it will enable broader participation from technically qualified and financially stable	No Change

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		Evaluation Criteria		years should be 300 crores i.e., 2021-22, 2022-23, 2023-24 with net profit and positive net worth.	mid-sized firms without compromising project quality.	
14	M/s CSM Technologies Private Limited	Section 6 Eligibility and Evaluation Criteria	23	Should have presence in at least 10 States/UTs across India.	Many competent firms operate efficiently with centralized hubs and regional partners. Therefore we request to reduce the requirement to 5-7 States/UTs to allow wider participation from capable firms.	No Change

CORRIGENDUM -01

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S. No	Section/Annexure	Clause	Revised Clause
1.	Section 6, Point 6.3.3	The Bidder must have executed at least 3 projects of similar nature in last 3 years	Similar Nature refers to PMU deployed for Data analysis/ Software development/VSK or other education related jobs

The Revised date and time of the RFP will be as follows:

S. No	Event Description	Date and Time (as per Tender document)	Revised date and Time
1.	Last Date and Time for receipts of Bids	30.05.2025 till 03:00 hrs	13.06.2025 till 03:00 hrs
2.	Date and Time of Opening of Technical Bids	30.05.2025 till 03:30 PM	13.06.2025 till 03:30 hrs

Note: All others terms and conditions of the tender document will remain same.

**Sd/-
Chief General Manager**