

# **Request for Proposal for Implementation of SAP S/4 HANA with HER solutions**

## **Corrigendum to Volume II - Bidding Terms and Conditions**

**Shri Guru Gobind Singhji Institute of Engineering and  
Technology, Nanded**



**NOTE:**

The contents of this corrigendum document highlights the changes which have been made to the certain sections / sub sections of Volume II – Bidding Terms & Conditions document as released on 1<sup>st</sup> February 2018.

The bidders are requested to submit their technical bid referring to the Volume II – Bidding Terms & Conditions document in conjunction with the relevant changes as highlighted in this corrigendum document.

## 1. Tender Notification

Name of the Project Work	Implementation of SAP S/4 HANA with HER solutions at SGGSI&T
Tender No Tender Date	01.02.2018
Availability of Tender document	<b>SGGSIE&amp;T Website</b> <a href="https://www.sggs.ac.in/tender/">https://www.sggs.ac.in/tender/</a>
No. of Covers	One (1) main cover with six (6) sub-covers
Nature of bid process	<ul style="list-style-type: none"><li>• Pre-qualification</li><li>• Three stage technical evaluation</li><li>• Price bid opening</li></ul>
Tender Fees:	INR 5,000/- (INR Five Thousand Only) online payment at <a href="http://www.mahatenders.gov.in">www.mahatenders.gov.in</a>
Earnest Money Deposit	INR 2,00,000/- (INR. Two Lakhs Only/-) online payment at <a href="http://www.mahatenders.gov.in">www.mahatenders.gov.in</a>
Issue of Request for Proposal(Tender) documents	01.02.2018
Email id for clarifications on SAP S/4 HANA tender	<a href="mailto:director@sggs.ac.in">director@sggs.ac.in</a>
Last date and time for seeking clarifications on SAP S/4 HANA tender through e-mail	12.02.2018 by 1.00 pm
Date and time of Pre-bid conference	15.02.2018 at 3.00 pm
Place for Pre-bid meeting	Store Section, Shri Guru Gobind Singhji Institute of Engineering and Technology Nanded – 431606, Maharashtra, India
Date of publication of clarifications on sggs website	26.02.2018

Last date and time for submission of technical bid	15.03.2018 up to 1.00 pm, 22.03.2018 up to 1.00 PM  online submission at www.mahatenders.gov.in
Bid opening date and time	20.03.2018
Date of communication to bidders who have successfully cleared the Pre-Qualification criteria / Date of communication to technically compliant bidders	27.03.2018
Commencement date and time for Proof of Concept (First Level) demonstration by technically compliant bidders	10.04.2018 at 12.10 pm
Date of price bid opening (only to technically qualified bidders)	16.04.2018 at 3.00 pm
Date of issue of LOI	Will be communicated to the successful bidder
Quoting of Price (s):	Price quoted should be in Indian Rupees
Period of validity of bids	180 days from last date of submission of bid
Address for communication	Director, Shri Guru Gobind Singhji Institute of Engineering and Technology Nanded – 431606, Maharashtra, India

## 2. Pre-qualification Process

### 2.1 Pre-qualification Criteria for Bidder

#### **Criteria related to Incorporation of the Firm, Legal Entity**

- The bidder should be a company registered in India under the Companies Act, 1956 with a registered office and operations in India. The company should be operational in India for at least last five financial years immediately prior to the date of RFP as evidenced by the Certificate of Incorporation and Certificate of Commencement of Business issued by the Director of Companies, India. Documentary evidence should be enclosed.
- The bidder should have an office and a development center in India.

#### **Criteria related to Government Regulation**

- The bidder should not have been black listed by SGGSIET, Govt. of India or NASSCOM. A self-declaration in this regard shall be provided by bidder as per the format specified (refer Article 6b).

#### **Criteria related to Quality of Service Delivery**

- The bidder should have been assessed for a Capability Maturity Model Integration (CMMi) Level 3. The assessment should be valid as on the last date of bid submission. In case of expiry of current assessment within nine months, the bidder shall provide a certificate from the Software Engineering Institute (SEI), USA auditor that reassessment for the same or higher level is commenced. The bidder shall ensure the assessment for the first year after the contract is commenced.
- Only those technically qualified bidders who have valid CMMI Level 3 certification as on 31st January 2017 shall be eligible to participate in the price bid opening process.

**Criteria related to Financial Viability**

- The bidder should have an aggregate India and Global turnover of not less than INR. 40 Crores for the past three years on a cumulative basis, prior to the date of RFP as evidenced by the audited accounts of the organization. Out of the total annual turnover of the organization, at least INR. 30 Crores should be from IT services for each of the last two years immediately prior to the date of RFP.
- The bidder organization should be a profit making organization in each of the last two financial years immediately prior to the date of RFP as evidenced by the audited accounts of the organization.
- The bidder organization should have a positive net worth for the last three financial years immediately prior to the date of RFP as evidenced by the audited accounts of the organization. Net worth is defined as sum of shareholders capital, Reserves and Surplus.

**Criteria related to Experience in Providing System Integration Services**

- The bidder should have system integration experience of successful end-to-end implementation (covering at least five following functional areas – Finance, Grants and Funds management, Investments, Budgeting and Forecast, Project Management, Student Life Cycle Management, Academics, Procurement and Materials Management, Human Resource Management, Payroll, Security, Document Management Systems, etc. with online approvals across these applications) on the proposed SAP product and should have at least one higher educational / academic institutions during the last five years immediately prior to date of RFP in India / globally for completed or on going, each institution having a minimum student capacity of 2000 students undertaking full time courses in resident university / Work Order in hand will be considered provided University/institution should be of bigger scale than SGGSIE & T.

- The bidder should have system integration experience of successfully implementing integrated SAP S4 HANA application with Finance, Procurement and Payroll in Govt. / Public Sector undertaking in India /MNC in India or globally in the last five years immediately prior to date of RFP.
- The bidder should have a team of at least 100 SAP ECC / S4 HANA consultants on its payroll having experience in implementing all the major modules / solution components of SAP/S4 HANA product collectively.
- The bidder should have at least two domain knowledge experts with minimum five years of experience each in educational / academic institutions.
- The bidder should be a certified SAP S/4 HANA service partner of the proposed SAP S/4 HANA product.

SGGSIE&T reserves the right to relax the above-mentioned PQ criteria:

- only in cases where adequate responses are not received against “Request for Proposal” as it may deem fit. This however will be subject to appropriate justifications / explanations / documentations as requested by SGGSIE&T.

a. **Technical Evaluation Criteria**

SR.NO	Evaluation criteria	Overall Technical Weightage
1.	TECHNICAL EVALUATION CRITERIA (Part A + Part B)	70%

Part A – Technical evaluation related to SI

1. SI criteria	
Organization	No of years of operations
Annual revenue	India ,Global
Project Plan, Methodology and Deliverables with Resource Loading	
Proposed Implementation Team	
Proposed Support Team	
Training provider (Education partner) for India for last 2 years	

Part B – Technical evaluation related to response to functional requirements specifications, Proof of Concept demonstration, Tools and competence available for data migration

Evaluation Criterion
1. Functional Evaluation as mentioned in the Annexure I
<p>A. <u>Functional Requirement as mentioned in Annexure I:</u></p> <p>All FRS documents (Annexure I) are indicative of the nature of work being done by various units at SGGSIE&amp;T. The successful bidder shall be required to improvise the same at the time of implementation.</p> <p>The bidder shall be provided four options to map SGGSIE&amp;T"s requirements as per their solution capability (viz, Standard SAP S/4 HANA, Customized SAP S/4 HANA, Third Party, and Not Available). Any responses by the bidder other than the four (4) options mentioned above shall be assigned a zero score.</p>

Score for each functional requirement will be assigned against the bidder's response based on the capability of OEM / SI to cater to the SGGSI&T's requirements.

The bidder has to assume complete responsibility for their responses against the functionality fitment of SGGSI&T requirements as stated in the FRS documents. Any variation found during the course of the evaluation/engagement shall be considered as a fraudulent practice which is liable for forfeiture of the EMD and PBG without prejudice to other legal remedies that SGGSI&T may take in this regard.

**B. Client Reference checks**

The bidder has to provide client reference checks in the higher education sector / PSU as per **Article 6j**.

**C. Previous experience with tools for data migration**

Evaluation will be done based on tools available with the bidder and proposed to be deployed for data migration phase. Competence of the bidder in terms of previous experience in managing complex data migration activities will also be considered.

The bidder has to provide client reference checks for data migration tools deployed as per **Article 6j**.

**2. Proof of Bidder Capability (POBC) Presentation**

All bidders, who have technically qualified and shortlisted by SGGSI&T, shall be invited for proof of bidder capability and presentation to the SGGSI&T technical evaluation committee.

Based on the POBC presentation/s, the SGGSI&T technical evaluation team shall evaluate the bidder/s based on their Capability presentation as per SGGSI&T requirements to compute the final rating. The technical evaluation committee's scoring decision shall be final and binding.



## 2. Price Bid and its Evaluation

### a. Price Bid Submission

Only those bidders who shall clear the overall technical threshold score as set by SGGSIET shall be considered for Price Bid.

Bidders shall be requested to quote one single value for a TCO of seven years as part of price bid.

**Total Cost of Ownership (TCO) will comprise of the following. (Refer relevant Forms 1 to 15 of Article 13, Annexure IV as applicable.)**

Parameters for TCO Computation	Implementation		Support	Operations and Maintenance				7 Year Total
	Y1	Y2	Y3	Y4	Y5	Y6	Y7	
Cloud Hosting Cost ( <b>Optimal cost base</b> )	X	X	X	X	X	X	X	
Hardware (optional) : On premise...in case SGGSIET decides to go on premise in future.. Only server sizing needed at this moment.	X	X	X	X	X	X	X	
Cloud AMC	X	X	X	X	X	X	X	
Hardware AMC (Optional)	X							
Operating System Cost		X	X	X	X	X	X	
Operating System AMC	X							
Imp. Service Fees – Wave 1	X	X	X					
Imp. Service Fees – Wave 2	X	X	X					
Post Go-Live Imp. Support	X	X	X	X	X	X	X	
Operations and Maintenance Services (including 3 <sup>rd</sup> party)	X	X	X					
Middleware Cost (if any)	X	X						
Total								

**“X”** – The charges may or may not apply for these years (please quote charges as applicable). In case of any additional costs, the bidder needs to highlight the same as per the table above. There should not be any other hidden charges.

- 1) Its available in excel format i.e. BOQ.
- 2) Bidders should fill only given BOQ

The selected bidders shall be required to submit

- a detailed break-up of the price quoted during the Price Bid as per the seven year TCO template mentioned above; and
- the relevant forms from 1 to 15 as captured in Annexure IV; and
- Quotes for “rate per person month” for additional support in addition to the cost captured in the TCO template above (refer Form 16). This quote shall be excluded for the purpose of TCO computation.

The price proposal submitted by the bidder should be inclusive of all the items in the bidding document and ensuring that following elements are accounted for

- The bidder is required to bear the cost of movement of its people from its office to the project sites.
- The bidder is required to ensure that the costing covers all the costs like cost of local travel, food, stay of the project team of the bidder, etc.
- The costing covers all costs incurred during project phases mentioned in “Volume I – System Integration Services and Solution Scope” of the RFP.
- Expenses for the senior executives to attend the review meetings or meeting of the steering committee should be borne by the bidder.
- All the communication costs associated with the project will be borne by the bidder.
- The costs incurred by the project team of the bidder for travel to the other offices and project sites of SGGSIET, or its customers, partners”, etc. for the purpose of the project will be borne by the bidder.
- Any change in Business Blueprint design at any stage after sign off involving up to 5 competent man days of efforts for each such change.
- Any change in Functional Design document relating to interfaces,

modifications, custom developments, enhancements or similar changes including personalization's at any stage after signing off the Functional Design documents involving up to 5 competent man days of efforts for each such change.

- Any change required as result of Integration and system tests by SGGSI&T users in relation to form, feel, look, color etc. for successfully tested test scenarios involving up to 5 competent man days of efforts for Each such change.
- Any change required in relation to form, feel, look, color etc. in the designed solution at any stage post going live involving up to 3 competent man days of efforts for each such change.