**'Mark IT' project**

**Pre-bid Clarifications as discussed in the meeting held on 04.05.2012.**

| **Sr. No.** | **Point raised** | **Clarification** |
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| 1 | Pl provide Bill of Material for Hardware & Software to b supplied with complete specifications.  The prices for hardware as required in financial quote can only be given after complete BOM is given. | As per details in section 4.2 of RFP, it is the vendor’s responsibility to suggest the bill of materials (BOM) for hardware and software. The hardware should be able to drive the proposed software. The BOM should be capable of supporting efficient operations of the proposed solution. Accordingly cost will need to be provided by the vendor for the BOM proposed by them. |
| 2 | Pl provide the details like volume of legacy data to be migrated. Is the legacy data available in electronic form or hard copy.  Sample legacy data may Pl be shown. | For each institution indicative data volume is provided in section 4.4. Further, for each student the student profile along with examination results pertaining to six (6) semesters shall need to be migrated. All data is currently in paper form. Based on this input, the bidder may assess the volume of data to be migrated. |
| 3 | Pl specify terms of payments. | The following shall be the payment milestones (based on the total project cost to be quoted by the vendor on fixed price basis):-   * Requirement gathering and analysis, delivery of SRS including user interfaces - 10% * Completion of data migration activity for pilot locations and Delivery of software solution (including User Acceptance Test) – 15% * Completion of installation/ commissioning of IT infrastructure as per BOM (after conformance of audit, if necessary) and Commencement of pilot operations- 25% * Completion of data migration activity for all other locations and ‘Go-Live’ at all locations (including submission of application software source code, technical and user documents and other artefacts as applicable) - 20% * On successful completion of support for three years after ‘Go live’ - 30% (this will be paid quarterly on a pro-rated basis) |
| 4 | Considering the importance and size of the project, the turnover should be Rs 100 Cr. Pl consider the same. | No change in terms |
| 5 | Pl consider CMMi L-5 certification for the bidder.  The developed System shall be accessed by over 175 affiliated colleges, over 1.5 Lacs students, Sr. Management of Board etc.  The bidder must have quality certifications (like CMMi L-3) to show capability to develop this kind of application software. | No condition as suggested is being introduced |
| 6 | In order to get proposals from good companies, Pl consider to have 200 full time employees having technical qualication like BE / B.Tech. / MCA etc. | No change in terms |
|  | Pl provide desired implementation schedule / milestones etc. | No change to what has been reflected in RFP. It is the desire of HSBTE to complete pilot for 20 institutes during forthcoming Nov 2012 semester end exams. Full scale implementation i.e. ‘Go Live’ from May 2013 exams. However the bidder is free to propose the timeline as per their feasibility and ability to achieve as there are penalty clauses for not meeting project milestones. |
| 7 | Pl consider the bid submission date to be 3 weeks after corrigendum is released. | New dates may be seen at Annexure-I |
| 8 | Option open to service provider to use HSDC or comparable data centre | As per policy of State of Haryana, the data centre has to be HSDC |
| 9 | While IP of data will always rest with HSBTE, Option on IP of code will be with service provider. | Bidder shall provide the source code to HSBTE and allow unlimited use by HSBTE or an agency nominated by it, including the right to modify and evolve the software (code & design) to meet the needs of HSBTE. In other words HSBTE should be able to continue operations of the solution after the expiry of the contract with the selected bidder. |
|  | What will be the pricing model:  Per student (Opex) - this is OK with TCS,NYSA, FourPillars, VXL  OR  Capex - this is OK HCL, VXL and CORE  EXPLANATION of Terminology:  **Opex** model means there is ZERO investment initially and invoicing is per students based on no. of students in the system.  **Capex** based model means HSBTE will buy the solution and make payments as per the payment schedule proposed. | No Change to the method of pricing and this will be on a Capex model, where the ownership of the data as well as the solution including the hardware and software would vest with HSBTE. |
| 10 | 5 year contract - 3 years operations at 100%, 1 year at 50%, 25% for last year. Contract is extendable on basis of performance at end of 5 year. | Contract for operation shall be for a period of at least three years, beyond which the same will be optionally extended on an yearly basis as per terms proposed by HSBTE upto a total period of five years. Such extension of support beyond the completion of the third year of operation shall be at the discretion of the HSBTE and shall be binding on the selected bidder.  Accordingly please include columns for years 3, 4 and 5 in the pricing table specified in Section 5.3 and provide price quotes for all five years of operations support.  All costs for a period of five years shall be taken into consideration for the purpose of financial evaluation.  However it is clarified that all costs including the costs of operations for the first three years would be taken into account for the computation of payments to be made to the vendors as per the payment schedule proposed. |
| 11 | Corrigendum: Section 4.2 item no. 4 will read as follows | Supply and installation of Hardware / Software at various locations, as specified in the Bill of Material to cover current and future volumes/transaction loads. Further, all software products and licenses necessary for operation of the proposed solution shall be procured in favour of HSBTE and shall be ‘perpetual’ licenses (i.e. no time limits or expiry dates) covering the estimated number of users and/or business volumes. |