S.N.	in the	Clause No.	Page No.	Reference: - HO:STN:SF:117: 02 Date 04 RFP Clause	-01-2025 Pre bid queries	
4	Vendor		age NO.	KFP Clause	Query	
1	M/s MLNO (Manage Link	[A] Important Dates S. No. 12	4	Successful tenderer/s will have to give Security		Bank Remarks
	No Other)	Security Deposit		will be arrived on the basis of actual rate quoted by the bidders) in the form of Bank Guarantee issued by commercial bank other than Bank of Baroda as per Annexure 14" for a period of 42 months from the date of issuance.	for a period of 42 months OR for 24 months? Please clarify. e	Successful bidder/s will have to give Security Depose (@ 5% of total project cost for 2 years which will be arrived on the basis of actual rate quoted by the bidders) in the form of Bank Guarantee issued by scheduled commercial bank other than Bank of Baroda as per Annexure 14" for a period of 24 month and 6 months thereafter so total for 30 months from the date of issuance .
	(Manage Link	S. No. 14	4	Bank at its sole discretion may split contract between		
	No Other)	Award of Contract		L1 & L2 bidder in the ratio deemed fit by the bank, if L2 bidder matches rates of L1 bidder. If no bidder matches the L1 rates then 100 % work order will be awarded to L1 bidder. Bank at its sole discretion may decide about the using of web portal provided by both bidders.	If the Bank splits contract between L1 and L2, what ratio will that be in?	between L1 & L2 bidder in the ratio 60:40, if L2 bidder matches rates of L1 bidder. If no bidder matches the L1 rates then 100 % work order will be awarded to L1 bidder.
(M/s MLNO Manage Link	[A] Important Dates 4 S. No. 14	-	Bank at its sole discretion may only contract, the	Using two portals will be counter-productive for the Bank.	Bank reserves the right to amend the ratio of wor between L1 & L2 based on the performance of the successful bidders. Bank at its sole discretion may decide about the using of web portal provided by both bidders.
		Award of Contract		12 bidder matches acts of the bank, if	scope of this RFP and dedicate that to a separate RFP.	Bank has floated RFP for empanelment of vendors for Integrated Logistics Management Service Provider for managing secured shipments logistics with end to end tracking through web based portal on pan India Basis. Hence providing a dedicated web portal to the bank for tracking of shipments along with various MIS reports is a prerequiste of the project. Second stage of evaluation of tender bids is dedicated to web portal evaluation wherein bidders have to provide demo of web portal to the bank, hence RFP clause stands.
	s MLNO	1. Pre-Qualification 10				
No	Other)	Criterion for submission of bid able point 4 Siligibility Criteria	li 2 a c	24:	FP. V	The Turnover criteria is fixed based on the basis of 30% of the estimated project cost and criteria of net vorth is fixed on the basis of guidelines of DFS , ence RFP clause stands.
	बहोदा, प्र.		b. 20	Bidder should have positive net worth as on 31-03- 024. Net worth should not have eroded by more than 0% in the last three financial year		

h & B

10

		Page No.	RFP Clause	Query	Bank Remarks
N. Name of the Vendor M/s MLNO (Manage Link No Other)	Clause No. 4. Pre-Qualification Criterion for submission of bid Table point 10 Eligibility Criteria	11	he BIDDER should have experience of 3 years of Integrated Logistics Management Service for managing secured shipment logistics (cheque book, debit cards, Welcome Kit etc.). Bidders should have experience of handling minimum 1 crore shipments) during any of the last 3 years with End to End Tracking through Web based Portal on Pan India Basis for at least one Private/Public Sector/Small Finance Bank in India with minimum 1000 branches and having facility to provide old records up to 90 days.	We are a 1+ year old startup. Requesting the end of consider a waiver for us to be able to participate in this RFP.	Bank has floated RFP for empanelment of vendors for Integrated Logistics Management Service Provider for managing secured shipment logistics (dispatch of personalized cheque books, debit cards, Welcome Kits etc.) Vendors have to pick up shipments from various locations of the empanelled printers across the country and have to deliver the shipments to individuals customers situated at all the places. The no. of shipments dispatched per annum will be approx. 2.50 crores, hence RFP clause stands.
M/s MLNO (Manage Link No Other)	Pre-Qualification Criterion for submission of bid	12	Experience in Query Handling, Help Desk / Call Centre Set up for complaint redressal Printer shall not be defaulter to any tax/Govt. Authorities/statutory dues etc. and NPA holder in any bank	By Printer, the bank means Bidder. Requesting the Bank to confirm.	
7 M/s MLNO (Manage Link No Other)	Table point 11 Eligibility Criteria Return to origin (RTO) - 3rd bullet point	53	The RTO should be returned to the location as specified by the Bank.	This statement from the Bank is open-ended and has a direct impact on costs, we request the Bank to advice the extant process - where are RTOs currently sent?	 Please refer Annexure 15 - Price bid format, where Delivery at 2nd Address, if first one is not available mentioned as under: PCB & Debit Card will be delivered to the branch where customer is maintaining account. Welcome Kit Delivery at RLBO, Gift City Gandhinagar, Gujarat. Wearable payment Device will be delivered to the
8 M/s Affluence Solutions Po Ltd		General Query	General Query	Please kindly confirm if this RFP is open to IT services companies, or if it is exclusively intended for logistics companies? Understanding this detail will greatly assist us in determining our eligibility and the appropriate next steps	 sender only. 4. No charges will be paid for RTO shipments. Bank has floated RFP for empanelment of vendor Integrated Logistics Management Service Provide managing secured shipments logistics with end to tracking through web based portal on pan India B Empanelled bidders have to pick shipments

A BANK E.

	Name of the Vendor	Clause No.	Page No.	RFP Clause		
9	M/s Affluence IT	General Query	General		Query	Bank Remarks
	Solutions Pvt Ltd		Query	General Query	How many companies are allowed to form a consortium for this RFP	Bidders are not allowed to form a consortium. Bank a its sole discretion may split contract between L1 & L2 bidder in the ratio deemed fit by the bank.
10	M/s Manipal					The bidders can have/or can undergo a tie up with Postal services/Courier companies/ Logistic Partner/special agents in case where the bank branches are situated at remote places. List of such tie ups should be provided to the Bank well in advance.
	Payment & Identity Solutions Ltd	Eligibility Criteria:	10	Eligibility Criteria: b. Bidder should have positive net worth as on 31-03- 2024. Net worth should not have eroded by more than 30% in the last three financial year.	As per technical evaluation criteria, Bank has added marking for profitability during the previous years. Considering the financial stability of the organization who shall take up this job and mentioned criteria in technical evaluation, request Bank to kindly add below clause in eligibility criteria: "The bidder should be profit making institution for last 5	RFP Clause stands
1	M/s Manipal Payment & Identity Solutions Ltd	8. Sub - Contracting:		subcontract or permit anyone other than its personnel to perform any of the work, service or other performance required under this project.	As per the RFP, Bank is allowing tie up with Postal services/Courier companies. Considering this we believe sub contracting is allowed as per RFP. Hence, we request Bank to kindly remove this clause or modify as below: "The selected service provider/ vender shall not	Bidders empanelled by the bank can not sub contract their work to third party however if they are unable to serve all the pin codes in India they can have tie up with India Post or other reputed courier agencies so that shipments can be delivered to the customers at remote places also.
	M/s Manipal Payment & Identity Solutions Ltd	nnexure 12 Scope of Work	r t t L u IE	Partner/special agents in case where the bank	As per the clause stated by Bank, our understanding is that bidder can have tie up with multiple courier partners and use them for delivery of shipments to bank's customers. Kindly confirm.	'es, however tie up courier agancies should be eputed companies.



M &

.N.	Name of the	Clause No.	Page No.	RFP Clause	Query	Bank Remarks Bank at its sole discretion may split contract
	Vendor M/s Manipal Payment & Identity Solutions Ltd	14. Award of Contract	4	14. Award of Contract Bank at its sole discretion may split contract between L1 & L2 bidder in the ratio deemed fir by the bank, if L2 bidder matches rates of L1 bidder. If no bidder	Since quantify/outlies are croated to the second se	between L1 & L2 bidder in the ratio 60:40, if L2 bidder matches rates of L1 bidder. If no bidder matches the L1 rates then 100 % work order will be awarded to L1 bidder. Bank reserves the right to amend the ratio of wor between L1 & L2 based on the performance of th successful bidders. Bank at its sole discretion may decide about the using of web portal provided by bot bidders.
14	M/s Manipal Payment & Identity Solutions Ltd	Eligibility Criteria:	11	Eligibility Criteria: 10. The BIDDER should have experience of 3 years of Integrated Logistics Management Service for managing secured shipment logistics (cheque book, debit cards, Welcome Kit etc.) Bidders should have experience of handling minimum 1 crore shipments) during any of the last 3 years with End to End Tracking through Web based Portal on Pan India Basis for at least one Private/Public Sector/Small Finance Bank in India with minimum 1000 branches and having facility to provide old records up to 90 days. Experience in Query Handling, Help Desk / Call Centre Set up for complaint redressal	Since the total volume mentioned in the RFP is more than 1 crore, request Bank to consider those bidders who are having similar experience in handling higher volumes. Accordingly, request Bank to kindly modify the clause as below: "The BIDDER should have experience of 3 years of Integrated Logistics Management Service for managing secured shipment logistics (cheque book, debit/ credit cards and Welcome Kits with cheque book and/or cards) Bidders should have experience of handling minimum 1 crore shipments) during any one of the last 3 financial years with End to End Tracking through Web based Portal on Pan India Basis for a single Private/Public Sector/Small Finance Bank in India with minimum 1000 branches and having facility to provide old records up to 90 days. Experience in Query Handling, Help Desk / Call Centre Set up for complaint redressal."	
18	5 M/s Manipa Payment & Identity Solutions L	\$	11	Eligibility Criteria: 10. The BIDDER should have experience of 3 years Integrated Logistics Management Service for managing secured shipment logistics (cheque book, debit cards, Welcome Kit etc.) Bidders should have experience of handling minimum 1 crore shipments) during any of the last 3 years witt End to End Tracking through Web based Portal on Pan India Basis for at least one Private/Public Sector/Small Finance Bank in India with minimum 1000 branches and having facility to provide old records up to 90 days. Experience in Query Handling, Help Desk / Call Centre Set up for complaint redressal	Banks. Accordingly, we kindly request Bank to add belo clause: "The bidder should have experience of handling logistic	w s it/ r

Nr.

r &____ hr fr तडोदा, प्र. 51

	Name of the Vendor	Clause No.	Page No.	RFP Clause	0	
16		General			Query	Bank Remarks
	Payment & Identity Solutions Ltd	General	NA	General	Since the RFP is for Integrated Logistics Management, Bank shall consider those bidder who are having tie up with at least 3 or more courier partners in order to execute the scope as per RFP. Hence, request Bank to kindly add below clause: "The bidder shall have tie up with at least 3 or more courier partners to support logistics management for PAN India. The bidder shall also have integration with the multiple courier partners to receive real time status	RFP Clause stands , however having integration wit courier partner is prerequisite of the RFP as near to real time status of the shipment shall be reflected in the web portal.
17	M/s Manipal	Annexure 17	70	16 Web Tracking David	updates. Necessary documentary evidences to be submitted for the same."	
	Payment & Identity Solutions Ltd	Checklist-cum- Format for evaluation of Web Portal		16. Web Tracking Portal Application for Managing Secured Shipment Installed On Cloud Infrastructure for at least one Private/Public Sector/Small Finance Bank	Since the web tracking portal can be hosted on cloud and also on private cloud, request Bank to kindly consider bidders having experience of managing Web Tracking Portal Application for Secured Shipment Installed On	Yes. Bidders having experience of managing Web Tracking Portal Application for Secured Shipment Installed On Cloud/Private Cloud Infrastructure for at least one Private/Public Sector/Small Finance Bank can be considered.
18	M/s Manipal	Annexure 17				
40	Payment &	Checklist-cum-	69	1. Manual and bulk file upload facility for data input in to the application at various of	Request Bank to kindly provide detailed scope on	
States and	Identity Solutions Ltd	Format for evaluation of Web Portal		to the application at various stages such as AWB series, Telecalling comments, RTO verities, Re direction request	Telecalling and Redirection request expected from the bidder.	Telecalling is not in the scope of bidder. It is in the scope of bank and its authorized agents. Bidder has o provide facility for uploading of telecalling comments.
9	M/s Manipal	Annexure 17	69	4 Multiple reports to the		
	Solutions Ltd	Checklist-cum- Format for evaluation of Web Portal		 Multiple reports to be available at various stages during the journey of an article. User audit logs and usage reports including stock destruction, lost cum RTO, Telecalling history 	BTO shipments are shredded at a updation once the	No. Destruction option shall be provided to Welcome Kit RLBO team.
	M/s Manipal	Pre Qualification	10	4 Pro Qualification Quint		
	Payment & Identity	Criterion for		4. Pre Qualification Criterion for submission of Bid 4. The Bidder should have achieved the	Documents to be submitted in support of Eligibility Y	es.
	Solutions Ltd	Submission of Bid		following during last three financial years i.e. 2021-22, 2022-23,2023-24: a. Domestic annual financial turnover of Rs. 70.00 crores on account from the business from Indian operations	India Operations, we request Bank to kindly modify the bucklause as below:	es, s eligibility criteria is for 70 crores turnover from usiness activities. "Bidder to provide certificate from A certifying the annual Turnover from business from dian Operations.".
		A CONTRACTOR	0	E		

.N.	Name of the	Clause No.	Page No.	RFP Clause	Query	Bank Remarks A/C no : 02000400000062
21	Vendor M/s Manipal Payment & Identity Solutions Ltd	Annexure 6	40	EMD (Bid Security)	Request Bank to kindly share the bank dotain (dotain of the bank code & Bank account number) for issuing the bank guarantee. Since our banker needs to send SFMS from the issuer bank to the beneficiary which is mandatory as per the new guidelines.	IFSC : BARBOALKAPU Branch : Alkapuri, Vadodara Selected bidders can not subcontract the work however , the BIDDER should also have/or can
22	M/s Seshaasai Technologies Ltd	Subcontracting	16	8. The selected service provider/ vendor shall not subcontract or permit anyone other than its personnel to perform any of the work, service or other performance required under this project.	using multiple couriers & logistic partners. We would request the clause to be modified to enable sub contracting with logistic partners.	however, the BIDDER should also heres/Courier companies/ Logistic Partner/special agents in case where the bank branches are situated at remote places. List of such tie ups should be provided to the Bank well in advance. The BIDDER and Courier companies/ Logistic Partner/special agents with whom have/will undergo for tie up, should not be in the caution list of IBA or blacklisted by any BFSI in past. (Declaration on letter head is to be submitted)".
23	M/s Seshaasa Technologies Ltd		17	11.1. Bank reserves the right to terminate this RFP at any stage without any notice or assigning any reason. The Bank may terminate the subsequent agreement without assigning any reason in the specified events.		Yes. 11.1. Bank reserves the right to terminate the contract with the vendors at any stage with 30 days notice without assigning any reason. Vendors can not terminate the contract.
24	M/s Seshaasa Technologies Ltd		10	Eligibility Criteria, Pt 4 : A. Domestic annual financial turnover of Rs. 70.00 crores on account from the business from Indian operations. Bidder to provide certificate from CA certifying the annual Turnover from dispatch activities, if the item not mentioned specifically in the Balance sheet.	We request Bank to modify the clause "Bidder to provide certificate from CA certifying the annual Turnover from business activities". As bifurcation is operationally not possible as we provide single rate for product & delivery to lot of customers.	CA certifying the annual Turnover from business from Indian operations.".
2	5 M/s Seshaas Technologie Ltd		35	K. There will be no price escalation during the contraperiod and any extension thereof.	We request Bank to add epidemic, pandemic in the Fo Majeure	RFP Clause stands ce Force Majeure events will be treated as per the government notification at the time of specific events.
2	6 M/s Seshaas Technologie		88			
2	Ltd 27 M/s Seshaasai Technologies Ltd		ria: 11	Eligibility Criteria, Pt 10 : The BIDDER should have experience of 3 years of Integrated Logistics Management Service for managing secured shipme logistics (cheque book, debit cards, Welcome Kit et	Is it necessary to have its own dedicated customer specific web tracking portal and experience of handling	shipments. Bidders have to provide door delivery to

दीदा, प्र RODA

h m m

S.N.	Name of the Vendor	Clause No.	Page No.	RFP Clause		
28	M/s Seshaasa	Annexure 18	75	15 Compliance with	Query	Bank Remarks
	Technologies Ltd			15. Compliance with various standards: 15.1 The SP shall comply with the relevant standards including ISO27001, as applicable to the IT ecosystem.	Due to Data Security regulations is ISO 27001 & PCI DS: certification mandatory ?	15. Compliance with various standards: 15.1 The SF shall comply with the relevant standards including
29	Secure Print	4. Pre-Qualification Criterion for	11	10. The BIDDER should have experience of 3 years of	We request to bank tender committee to kindly amend the following clause as "Biddeen should be a standard the	ecosystem, however PCI DSS is not mandatory.
	Pvt. Ltd.	Submission of Bid Point No. 10		managing secured shipment logistics (cheque book, debit cards, Welcome Kit etc.) Bidders should have experience of handling minimum 1 crore shipments) during any of the last 3 years with End to End Tracking through Web based Portal on Pan India Basis for the last second or	following clause as "Bidders should have experience of handling minimum 1 crore shipments/ articles during any of the last 3 years on Pan India Basis through the logistics partners for at least one Private Organization/ Government Organization/ Bank in India with minimum 1,000 delivery locations and having facility to provide old records up to 90 days."	Integrated Logistics Management Service for
	Pvt. Ltd.	. Pre-Qualification iriterion for ubmission of Bid ubnt No.11		The BIDDER should provide end to end delivery L solution to the Bank which will include SMS service at various intervals and delivery of return shipments at Branch address or centralized location as decided by the Bank along with various MIS reports.	s	The Bidder should submit Satisfactory Performance Certificate from their client in support of executing imilar works failing which the tender shall not be onsidered.



t z.

			Page No.	RFP Clause	Query	Bank Remarks
.N.	Name of the Vendor	Clause No.	Page No.		We request to bank tender committee to kindly amend the	Accepted below mentioned point: "Experience in delivery of the Financial instrument like
	M/s KL Hi-Tech Secure Print Pvt. Ltd.	TECHNICAL EVALUATION MATRIX	57	Experience in delivery of the Financial instrument like cheque book, Debit/ credit cards, Banking letters, Account statements etc. for banks (10) 3 years to 7 years 6 7 years to 10 years 8 >10 years 10 Number of Public sector/Private Banks / Small Financial Banks managed by the vendor (10) 1 to 3 6 >3 to 5 8 >5 10 Financial / Non Financial instruments dispatching / delivery capacity per year for BFSI Sector (10) 100 lacs to 125 lacs 6 >125 lacs to 150 lacs 8 > 150 lacs 10 PIN code Coverage / Reach (10) 5,000 to 10000 6	following clause as "Experience in derivery of the Financial instrument like cheque book, Debit/ credit cards, Banking letters, Account statements/Secured Stationery Forms etc. for banks (10) 3 years to 7 years 6 7 years to 10 years 8 >10 years 10 Number of Public sector/Private Banks / Small Financial Banks/one Private Organization/ Government Organization/ Bank in India managed by the vendor (10) 1 to 3 6 >3 to 5 8 >5 10 Financial / Non Financial instruments dispatching / delivery capacity per year for BFSI Sector/one Private Organization/ Government Organization/ Bank in India (10) 100 lacs to 125 lacs 6 >150 lacs 10 We request to bank tender commitee to kindly amend th following clause as "Capacity/Capability, Back up plan PIN code Coverage / Reach Capability	cheque book, Debit/ credit cards/ Banking letters/ Account statements/UID/PAN Cards/Passports (10) 3 years to 7 years 6 7 years to 10 years 8 >10 years 10 RFP clause stands for remaining two points.
	Secure Prin Pvt. Ltd.	EVALUATION		>10,000 to 15,000 8 >15,000 10 Query Handling, Help Desk / Call Centre Set up experience for BFSI Sector (In Years) (10) 1 Year 6 >1 to 3 Years 8 >3 Years 10	5,000 to 10000 >10,000 to 15,000 >15,000 Capability of Query Handling, Help Desk / Call Centre Set up for BFSI Sector	



S.N.	Name of the Vendor	Clause No.	Page No.	RFP Clause	0.000	
33	Pvt. Ltd.	Annexure 17 Checklist-cum- Format for evaluation of Web Portal	69-70		As per the Stage 2 of technical evaluation for Annexure 17 Checklist-cum-Format for evaluation of Web Portal,we like to inform to tender authority according to Annexure 17 Checklist we are having the Wob Portal, and the Wob	Bank Remarks Annexure 17 Checklist-cum-Format for evaluation of Web Portal for Stage 2 of technical evaluation has been revised and enclosed along with corrigendum.

