

## TECHNICAL BID FORM

| No. | Criteria   | Documents to be submitted   | Compliance (Yes / No) |
|-----|--|---|-----------------------|
| 1.  | <p>Bidder should have been in operation for atleast 3 years as on date of RFP and should be:</p> <ul style="list-style-type: none"> <li>i. A registered company in India under Companies Act 1956 or 2013 excluding Non- Banking Financial Companies (NBFCs) (or)</li> <li>ii. NGOs/MFIs set up under Societies / Trusts Act and Section 25 Companies; or</li> <li>iii. Cooperative Societies registered under Mutually Aided Cooperative Societies Acts / Cooperative Societies Acts of States/ Multi State Cooperative Societies Act.</li> </ul> | <p>Copy of Certificate of Incorporation &amp; Certificate of commencement of Business in case of public Limited Company or Certificate of Incorporation in case of Private Limited Company, issued by the Registrar of Companies.<br/>(OR)<br/>Trust / Society deed, registration Certificate , by Law AND/OR<br/>Any other document which is deemed to fit make it a legitimate entry.</p>   |                       |
| 2.  | <p>The bidder should have been a BC/SP for providing FI solution (such as EBT,DBT, Aadhaar based Payment etc.) for Scheduled Commercial Bank / Regional Rural Banks Sponsored by Public Sector Bank in India for a minimum period of 3 years</p> <p>The Kiosk /BC solution should have been implemented in at least in 500 locations in India.</p>   | <p>Supported by documentary evidence such as purchase order/ copies of the Service Contracts wherever entered. Letter from the concerned organization confirming successful implementation of FI project with them is to be submitted with following details:</p> <p>Name of the client<br/>Number of Locations<br/>Type of Model<br/>Scope of Project<br/>Name of the person who can be referred to from Clients' side, with Name, Designation, Postal Address, Phone and Fax numbers, E-Mail IDs, etc.,<br/>The bank reserves the right to inspect such installations while evaluating the Technical Bid.</p> |                       |
| 3.  | <p>Bidder or its wholly owned Parent Company should have maintained Positive Net Worth during the last Four financial years, i.e. 2017-18, 2018-19 and 2019-20, (All audited) and PBS for 2020-21</p>  | <p>Audited Financial statements to be submitted for Three years. Self-certified copy of financial statement for 2020-21, if not audited.</p>  |                       |

|    |  |   |  |
|----|--|---|--|
| 4. | Annual turnover should not be less than Rs. 5 (Five) crores in the last financial year as per audited financial statement.   | Audited Financial statements to be submitted for FY 2019-20 and Self certified copy of financial statement for 2020-21, if not audited. |  |
| 5. | The bidder should have strong organizational strength to undertake and execute large projects including hardware, networking, disaster recovery, system integration, implementation, etc. System integration should be based on industry's best practices.   | Documentary proof - Satisfactory certificate from the present Banker where the vendor is extending the BC services.                     |  |
| 6. | Bidder should not have been blacklisted by any PSU Bank / IBA/ RBI /NPCI /UIDAI/ IDRBT / NABARD  | Notarized Affidavit.  |  |
| 7  | Neither the bidder nor its promoters and Directors should be defaulters to any financial institution. The bidder should not have been reported against by any Public Sector Bank to Indian Banks' Association for any malpractice, fraud, poor service, etc. | Auditor's Certificate & Notarized Affidavit   |  |

## TECHNICAL BID FORM

## TECHNICAL EVALUATION CRITERIA

| S.No | Parameter  | Documents required  | Maximum Marks | Score as per bidder |
|------|--|---|---------------|---------------------|
| 1    | No of Years Bidder is working as Business Correspondents <ul style="list-style-type: none"> <li>• Above 9 years (10 marks)</li> <li>• Above 7 years and up to 9 years (8 marks)</li> <li>• Above 5 years and up to 7 years (6 marks)</li> <li>• 3 years and up to 5 years (4 marks)</li> </ul> | Letter enclosing Copy of Registration as Business Correspondents.<br>Copy of First assignment as Business Correspondents along with client reference.<br><br>(No. of years will be calculated from the date of first assignment). | 10            |                     |
| 3    | Number of Business Correspondents deployed as on <b>31.03.2021</b>   | One Mark for each 100 BCs<br>(For example 500 BCs 5 Marks)  | 20            |                     |
| 4    | Number of Banks in which Banking agents deployed as on <b>31.03.2021</b>   | Two Mark for each Bank (For example 2 Banks 4 marks)  | 10            |                     |
| 5    | Bidder should be a profit making company and should have minimum of Net Profits at least <b>Two years</b> during last four financial years   | Net profit for 4 years > 5<br>Net profit for 3 years > 4<br>Net profit for 2 years > 3  | 5             |                     |
| 6    | Past experience/ performance   | Based on the evaluation committee recommendations   | 5             |                     |
|      | <b>Total Score</b>   | <b>Maximum Score=50</b>   |               |                     |

Note: - Bidder must submit the proof confirming the claim for the points mentioned above. Bank will re-examine and may deduct the score if not supported by documentary proof whereas required.

**Minimum 30 marks required for the recommendations of the evaluation committee.**

(Signature with date and seal) (In the capacity of)

Duly authorized to sign the Bid with seal for and on behalf of (Name and address of the Bidder)

## Amended - COMMERCIAL BID

| S.No         | Description                       | Ratio of commission to be shared between BCs and BC Agents | Maximum Commission (Amt. in Rs.)   | Approximate Monthly Units (For Reference*) | Rate quoted out of (A) | Total amount quoted per month (Rs in Lakhs) |
|--------------|-----------------------------------|--|--|--|------------------------|---|
|              |                                   |  | (A)  | (B)  | (C)                    | D=(B)*(C)                                   |
| 1            | Fixed Remuneration when Txn > 250 | 80:20  | 3500   | 1000 BCs                                   |                        |   |
| 2            | Transactions                      | 80:20  | 0.35 % of the Total Transaction amount   | 100 Cr                                     |                        |   |
| 3            | Enrolment                         | 80:20  | 15   | 7000                                       | NA                     | XXX   |
| 4            | OAP                               | 80:20  | 10   | 100000                                     | NA                     | XXX   |
| 5            | PMJJBY                            | 90:10  | 30   | 1000                                       | NA                     | XXX   |
| 6            | PMSBY                             | 90:10  | 1  | 1000                                       | NA                     | XXX   |
| 7            | APY                               | 90:10  | 60   | 1000                                       | NA                     | XXX   |
| 8            | NPA                               | 80:20  | 2.5 % for SS with max ceiling of Rs.500/-,<br>5% for D1 and D2 with max ceiling of Rs.1000/-,<br>10% for D3 and LA with max Ceiling amount of Rs.2000/-<br>(All max. ceilings are for per account per month) | NA   | NA                     | XXX   |
| <b>TOTAL</b> |                                   |  |  |  |                        |   |

- Transaction amount below Rs 101 will be excluded.
- Transactions done between BC accounts will not be considered
- Eligibility for Fixed remuneration to BCs will be based on BC attendance (i.e Minimum 2 transactions / day). (Min. 20 days per month)
- Above Rates mentioned are exclusive of GST (GST will be borne by Bank)
- NPA – SS – Sub-standard, D1, D2, D3 – Doubtful category, LA – Loss Asset.

Date:

Signature with Official seal