

नया दशक नये सपने

NEW DECADE **NEW DREAMS** ▶▶



Pre-Bid Meeting
19-Apr-2021

**RFP For Procurement of HANA Hardware and Services
(migration, development and managing of Investment System)**

PRE-BID MEETING

1. This an e-tender; interested bidders are required to register in portal <https://www.tenderwizard.com/LIC>
2. Discussion happening now shall be governed by Pre-Bid Integrity Pact and Non-disclosure to unrelated third party
3. Document Reference: **LIC/CO/INVM/IIRMS/RFP/2021-2022/1** dated **08-Apr-2021**
4. Available in: <https://licindia.in/Bottom-Links/Tenders> and <https://www.tenderwizard.com/LIC>

IMPORTANT INFORMATION FOR BIDDERS

- Bid Value is 40 Crores (spread over 7 years)
- The goal is to handle the end to end project by undertaking all the required activities from supply, installation & maintenance of the requisite infrastructure for the migration of the existing ECC & BW based system from the current version to the latest S4HANA and BW4HANA systems.
- Performance Bank Guarantee - 10% of Total Contract Value
- Existing System (R3) going out of service in July 2021
- Hence, time-lines of the project are very important

BACKGROUND

At present LIC is using SAP ERP ECC6 and BW for its investment related functions. The system consists of Treasury, Loans and Financial Modules of said ERP. Over a period of time, sizable amount of customization has been performed in the standard system to reflect business requirements of the organization.

Present Systems (LIC owned Data-Centres)

Primary

Jeevan Seva, Vile
Parle, Mumbai

R3 (Transaction system), Business Warehouse (Reporting system)
Primary system, all UAT systems and Solution Manager system are running from this site.

Near-DR

Yogakshema, Nariman
Point, Mumbai

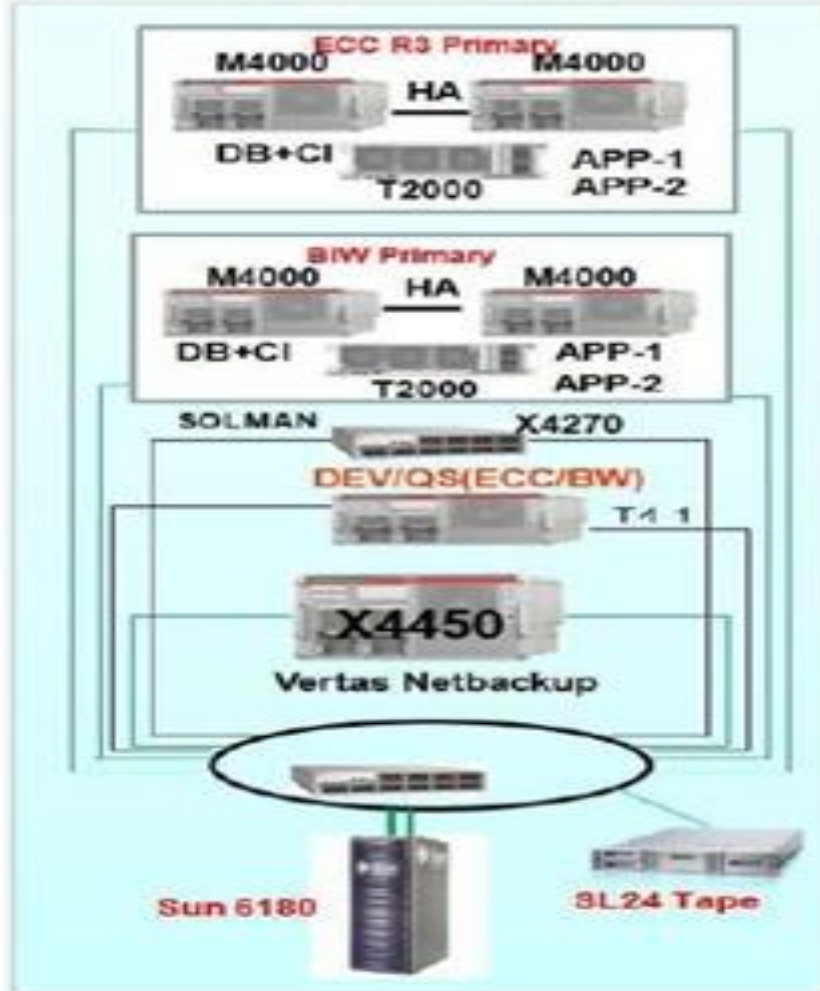
R3 (Transaction system) [DR] is running from this site.

Far-DR

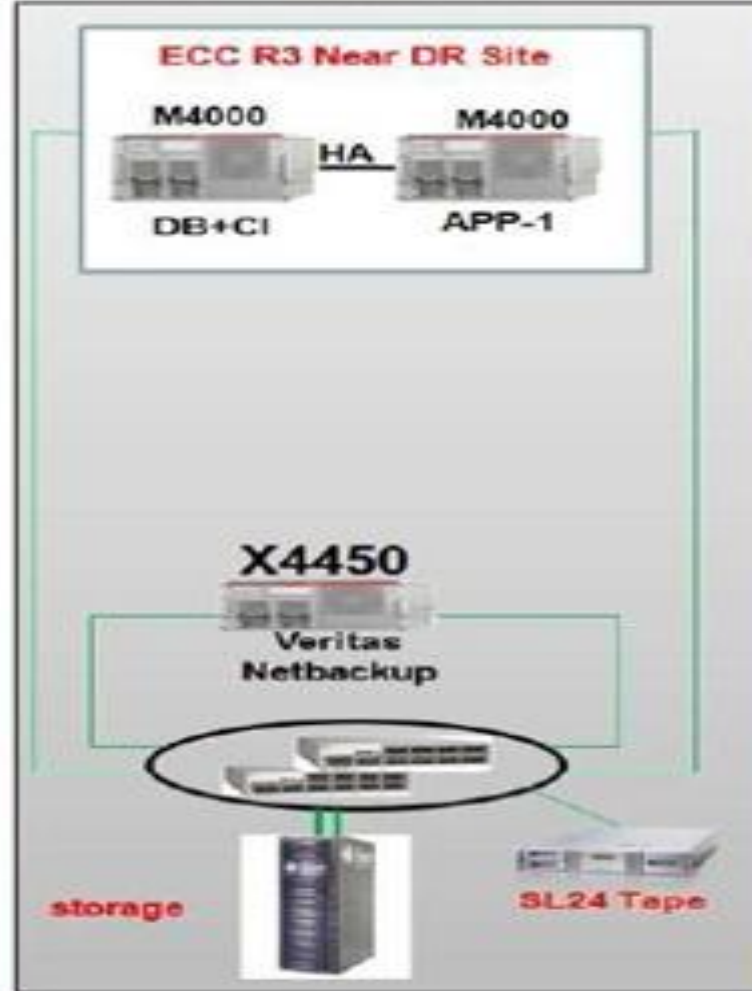
LIC Divisional Office,
Bangalore

DR system of R3 (Transaction system) and Business Warehouse (Reporting system).

PRIMARY DC – VILE PARLE



NEAR DR - YOGEKSEMA



FAR DR - BANGALORE



Primary DC

Mumbai / Navi
Mumbai Region,
will be finalized by
LIC

Near-DR DC

LIC Data Centre,
Jeevan Seva, Vile
Parle, Mumbai

Far-DR DC

In Bangalore
Region, will be
finalized by LIC

Bidders Not to quote for Data Center rack space & network

Primary Site			
Production			
3 TB	Box 1 (Primary)		Box 2 (HA)
Box 1 (1.5 TB)	S4H		S4H
	PO		PO
	SYSTEM		SYSTEM
Box 2 (1.5 TB)	BW, BO (CMS)		BW, BO
	GRC		GRC
	Sol Man		Sol Man
	SYSTEM		SYSTEM
1.5 TB	Quality		
	Box 1		
(MDC) 1.5 TB	S4H		
	PO		
	BW, BO		
	SYSTEM		
1.5 TB	Development		
	Box 1		
(MDC) 1.5 TB	S4H		
	GRC		
	PO		
	BW		
	Sol Man - D		
	SYSTEM		

Mumbai / NaviMumbai Region
Data Centre, to be decided and
provided by LIC of India

Near DR Site	
Production	
3 TB	Box 1 (Primary)
Box 1 (1.5 TB)	S4H
	PO
	SYSTEM
Box 2 (1.5 TB)	BW, BO (CMS)
	GRC
	Sol Man
	SYSTEM

LIC Data Centre,
Jeevan Seva, Vile Parle
(W), Mumbai

Far DR Site			
Production			
3 TB	Box 1 (Primary)		Box 2 (HA)
Box 1 (1.5 TB)	S4H		S4H
	PO		PO
	SYSTEM		SYSTEM
Box 2 (1.5 TB)	BW, BO (CMS)		BW, BO
	GRC		GRC
	Sol Man		Sol Man
	SYSTEM		SYSTEM
1.5 TB	Quality		
	Box 1		
(MDC) 1.5 TB	S4H		
	PO		
	BW, BO		
	SYSTEM		
1.5 TB	Development		
	Box 1		
(MDC) 1.5 TB	S4H		
	GRC		
	PO		
	BW		
	Sol Man - D		
	SYSTEM		

Bangalore Region Data Centre,
to be decided and provided by
LIC of India

IMPORTANT POINT

LIC of India shall not Separately purchase/Provide for any hardware, software, license etc, in addition to whatever is intended and details provided in RFP. If the solution proposed by the bidder require any such additional elements (for **inter-alia**, migration, backup, deployment, development activities etc), the cost of the same shall be factored in the commercial proposal of the bidder.

PROJECT GOAL

Selection of bidder to supply and maintain HW in LIC landscape, convert existing ECC and BW to S4HANA and BWonHana BW4HANA, develop some new applications

Details	Migration Phase	Development and Maintenance Phase	Support Phase
Contract Signing and Issuance of PO	Seven days from issue of LOI		
Hardware Delivery	10 weeks from Contract Signing		
Hardware Set-up	3 months from Contract Signing		Maintaining Hardware, OS, patching and updating all related software and providing services as mentioned in Annexure-N, with performance as per SLA. This will be for a period of 7 years from Hardware set-up.
Go-Live	8 months from Contract Signing	Two years from Go-Live i.e. (8+24) 32 months from Contract Signing, performing 14 Annexure-N defined jobs	
Critical Support	6 months from go-live		
1 yr from Hardware Set-up			
2 yr from Hardware Set-up			
3 yr from Hardware Set-up			
4 yr from Hardware Set-up			
5 yr from Hardware Set-up			
6 yr from Hardware Set-up			
7 yr from Hardware Set-up			
8 yr from Hardware Set-up			Support phase may be extended by one year based on LIC's requirement

IMPORTANT POINTS

- 1.LIC shall finalize and provide Rack-space in various Data Centres
- 2.Bidder must qualify as per the criteria mentioned in “Eligibility for Bidder and Solution”
- 3.Bidders should be ready with the technical presentation on the solution proposed, which shall form a part of the evaluation criteria.
- 4.Commercial bids will be opened for qualified bidders
- 5.H1 Elimination (subject to conditions) may happen
- 6.Reverse Auction will happen in online mode
- 7.Revised Commercials will be submitted by successful bidder
- 8.If all conditions are met, Purchase Order will be issued

Minimum Eligibility for Bidder and Solution

- 1 An Indian firm and in existence for 5 years or more.
- 2 SAP Partner duly authorized by SAP .
- 3 An average turnover of minimum Rs.50 crore during each of the three FYs 2017-18, 2018-19, 2019-20, out of which, the last two financial years i.e. 2018-2019 and 2019-2020 the bidder must be a profit-making (before tax) company.
- 4 Bidder must have undertaken 3 projects for supply /upgradation in last 4 Financial years for the IT systems with PO Value of above 10 Crores. [2017-2018, 2018-2019, 2019-2020, 2020-2021]
- 5 Bidder must have undertaken atleast two project for implementation of HANA in India in last 4 years from the date of RFP [2017-2018, 2018-2019, 2019-2020, 2020-2021] with PO Value of above 3 Crore.
- 6 Back-to-back support with all the proposed OEMs
- 7 50 IT Professionals on their payroll , Min 20 with 3yr Exp, 20 with SAP-ABAP & SAP-BASIS on payroll
- 8 Not been blacklisted
- 9 HW proposed as per requirement

Project Scope

Migration Phase

As-Is

- HW Set-up, Landscape and Infra Prepare
- As-Is Migration, Go-Live
- Critical support

Development & Maintenance

New

- To start with Go-Live
- 24 Months period
- 14 defined jobs

Support Phase

Continued

- From HW Set-up for 7 years (extendable by 1 year)
- Patch, Upgrades, AMC, HW maintain for ERP and OS
- Annual VA/CA
- SAP Login at app server level

DETAILS PROVIDED IN ANNEXURE-N

Migration Phase

- Hardware Set-up (within 3 months)
- As-Is Migration 8 months from PO, Critical Support 6 Months

Dev & Main Phase

- All 14 Jobs to finish 24 Months from Go Live
- Some jobs will entail payment in part, some only in completion

Support Phase

- To start w.e.f HW Set-Up and for 7 years (extendable by 1 more year)
- Hardware, OS, ERP, Database maintenance, patch/update, VA/CA

Project Scope

Migration Phase Jobs

Summary of Custom Objects - (Other than Domains, Data elements, Tables, Structures, Views, Search Helps)

Type of Custom Object	Custom Object	Remarks
Programs / Reports	346	Some of these Programs / Reports may contain multiple "Includes". Total number of such "includes" is around 306
Function Modules	108	Excluding auto generated ones like those generated by Smartforms, Table Maintenance etc.
Enhancements - Individual and Composite	61	
Smartforms	129	
Sapscripts	35	To be migrated as Smartforms
Classes	34	Includes BADI activated in System
BW Function groups	14	



Migration Phase Jobs

List of BW Custom Objects to be migrated during Migration Phase

Name of Custom Object	Count of Custom Object	Remarks
BW Queries	516	Includes queries embedded in Workbooks
BW Workbooks	76	



Type	Numbers active
Info providers	7
Multi providers	18
DSOs	37
Info areas	5
Info sources	2
Info objects	379

Development & Maintenance Phase Jobs

Sol Man

Fiori

BW4HANA

BW4H
Quality

BO Lumira

Process
Integration

Code
Pushdown

2FA
Biometric

GRC

FORMS

Web
Dispatcher

TWRR

BASIS

CORE GRP
TRAINING

UNDERSTANDING COMMERCIAL BID

1. There are Three considerations in Commercial Bidding
 - Event Based Payment
 - Time Based Payment
 - Notional Value Payment
2. Each Payment is to be categorized with reference to these parameters
3. The payments are to be segregated in Phase-wise manner
4. NPV will be calculated @10% pa compounded monthly
5. Starting point of payment shall be Infrastructure set-up and server Power-on

UNDERSTANDING COMMERCIAL BID

6. Events that will cause the payment shall have to be defined and clearly stated by the bidder
7. Additional sheet may be added by bidder if there are multiple payments happening in a particular month
8. For “Development and Maintenance” phase, 14 jobs are defined in SoW. Commercial for each one of them shall be quoted
9. For “Support Phase”, frequency of payment will be monthly
10. “Man-days” and “Buy-Back” shall not be discounted

UNDERSTANDING COMMERCIAL BID

11. H1 Elimination may happen based on conditions of RFP

- 5 Qualified Bidder
- 40% more than average

13. The value of cell “I6” shall be construed as Indicative Cost of Bid

14. Lowest Quoted “Indicative Cost of Bid” will be benchmark for Reverse Auction

15. Successful Bidder will have to resubmit revised Commercial Bid in such a way that value of “I6” cell reaches outcome of reverse-auction and keeping similar weightage to all elements

UNDERSTANDING COMMERCIAL BID

Details of event	Phase	Time Line	Remark	Payment
1.Issuance of PO	0	Starting Point	Project Starts here	Nil
2.Set-up of Hardware	1	Within 3 months from PO	100% As per Sizing requirement in all 3 Locations	To be quoted by the bidder. Payment in three parts: 50% of HW Cost: on complete infrastructure set-up and Hardware power-on position 30% of HW Cost: on complete landscape Set-up 20% of HW Cost: On Go-Live
3.Migration of As-Is Solution	1	Within 8 months from PO	As per SoW document	To be quoted by the bidder. Mock-1 : 25% Mock-2 : 25% Go-Live : 26% Critical Support (i.e. 6 months post go-live) : 4% per month totaling 24%
4.Development and Maintenance of New solutions	2	Within 32 months from PO	As per SoW document	Efforts for each of the 14 jobs to be quoted separately; based on proposed timeline for completion and amount of each job. Business Object, Fiori Screen development and BWonHANA to BW4HANA jobs shall be subdivided in 4 installments based on pre-fixed events as given in Annexure-I.
5. Maintenance of system upto SAP Login Level on server	3	7 years from HW set-up, LIC can extend for 1 more yr	Governed by SLA and SOW document	To be quoted by bidder, from Set-up of Hardware point (Payable on a monthly basis for seven years)

UNDERSTANDING SERVICE LEVEL AGREEMENT

1. SLA shall be governed by the relevant portions of RFP (Section-E)
2. Penalties will be based on “Quoted Price” (QP) mentioned in Commercial Bid
3. Reports pertaining to SLA Review shall be submitted within 7 working days after end of the quarter.
4. Bidder shall appoint as many team members as deemed fit by them, to meet the time Schedule and SLA requirements.

ADDITIONAL MANPOWER REQUIREMENTS

1. During the course of the project (7 years from HW Set-up), LIC may seek additional manpower from the bidder
2. They will be deployed for jobs that are beyond SoW
3. For normalization purpose, 1000 such man-days are considered.
4. Actual days shall be based on requirements.
5. Resources shall have to be deployed at LIC's site i.e. Mumbai/Bangalore

Thank You

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