

Ref: LIC/CO/IT-SD/EFEAP-NEXT/CPAMS/21-22/01 Dated: 11/10/2021

ANNEXURE 20

TECHNICAL BID EVALUATION MATRIX

The proposed PAM solution will be technically evaluated based on the following.

Stage A: Mandatory Technical Compliance:

(Proposed solutions which do not meet the following criteria will not be evaluated and will stand disqualified)

1. The proposed solution should comply all the specifications stated in Technical Annexure (**Annexure-17**) of the RFP.
2. **At least ONE of the references must be from Scheduled Public Sector bank/Scheduled Private sector bank/Scheduled foreign Banks/Insurance Companies (Life/General) in India.**
Attachments/Necessary Documentary Evidence Proofs to the satisfaction of LIC → PO or Work order or Invoice Letter or Email Communication or declaration with supporting document to the satisfaction of LIC. Multiple POs from the same organization for the addition/enhancement may be combined.

Only those references compliant to the below mentioned criteria will be considered for evaluation under Stage A and Stage B:

1. PAM solution used in reference is same as Proposed PAM Solution (The SI of the reference implementation need not be same as the bidder).
2. References must be verifiable.
3. The References must be for implementations in India only.
4. The References PO/ Work order dates must be on or after 01.01.2015.
5. Number of Devices implemented in the reference should be at-least 1000 and number of users should be at-least 50.

B. Technical Scoring:

Sl. No.	Evaluation Parameter	Maximum Marks	Details of Marks Calculation	Attachments/Necessary Documentary Evidence Proofs to the satisfaction of LIC
1	Relevant Implementations reference of the proposed PAM System. (Maximum 5 Best References per Bid) PAM solution Reference to include the number of Devices and Users on-boarded.	40	Marks assigned for each reference are as follows(Maximum 8 marks for one reference) : 1: Minimum 10000 devices OR Minimum 1000 Users on-boarded = 8 marks. 2. Minimum 8000 devices OR Minimum 500 Users on-boarded = 6 marks. 3. Minimum 4000 devices OR Minimum 250 Users on-boarded = 4 marks. 4. Minimum 1000 devices OR Minimum 50 Users on-boarded = 2 marks.	PO or Work order or Invoice Letter or Email Communication or declaration with supporting document to the satisfaction of LIC. Multiple POs from the Same organization for the addition/enhancement may be combined.
2	Relevant Implementations reference of the proposed PAM Solution in Scheduled Public Sector bank/Scheduled Private sector bank/Scheduled foreign Banks/Insurance Companies (Life/General) in India. (One Reference per Bid) (This reference may be same as one of five references specified point 1 above)	10	1. Minimum 6000 devices OR Minimum 1000 Users on-boarded = 10 marks 2. Otherwise 0 mark	PO or Work order or Invoice Letter or Email Communication or declaration with supporting document to the satisfaction of LIC. Multiple POs from the Same organization for the addition/enhancement may be combined.
3	Compliance to all the Technical Specifications stated in Technical Annexure (Annexure-17) of RFP.	20	Complied to all Points – 20 marks Not Complied to the Points – 0 marks	Technical Annexure (Annexure-17) submitted by Bidder.

4	Relevant Implementations reference of the proposed PAM Solution in Scheduled Public Sector bank/Scheduled Private sector bank/Scheduled foreign Banks/Insurance Companies (Life/General) in India. OR OEM of the proposed PAM solution present in latest Gartner's quadrant OR Forrester Wave Report	20	Implemented in 5 or more Scheduled Public Sector bank/Scheduled Private sector bank/Scheduled foreign Banks/Insurance Companies(Life/General) in India -- 20 Marks Implemented in 3 or more Scheduled Public Sector bank/Scheduled Private sector bank/Scheduled foreign Banks/Insurance Companies(Life/General) in India – 10 Marks OR Leaders --20 Marks Others --10 Marks Not present in Gartner's Quadrant OR Forrester Wave Report – 0 mark Maximum Marks scored for this point is 20.	(a) PO or Work order or Invoice Letter or Email Communication or declaration with supporting document to the satisfaction of LIC. Multiple POs from the Same organization for the addition/enhancement may be combined. (b) Bidder/OEMs Submissions. (c) Proposed Solution along with Gartner's quadrant/ Forrester Wave Report. (d) OEMs Submissions
5	The PAM Solution is having following additional features: 1. Ability to manage hybrid environment having both on-premise as well as cloud environment simultaneously. 2. Compatible with DevOps/Container Deployments. 3. Secure Non-VPN Remote Access Mechanism. 4. Capability to provide/restrict end-user entitlements to target accounts by geo location, specified PC/device or range or Network or Date/Time. 5. AI/ML based analytical capability.	10	2 mark for complying with each point.	Relevant Reference Documents
	Total	100	Qualifying Marks is 70	

Note: Technical Score will be based on the documentary evidences submitted by the bidder. LIC reserves the right to verify the submissions.

- a) Eligible Bidders will be evaluated based on the Technical Bid Evaluation Matrix stated above. Bids scoring 70 or more will only be considered to be qualified in the technical evaluation and will be shortlisted for further evaluation subject to provision stated below at clause (c).
- b) In case there is no bidder or only one or two bidders qualify on technical criteria of cut-off score of 70, LIC at its sole discretion may consider the bidder/s with next highest technical score and qualify such Bidder/s so as to select upto three Bidders on the basis of the top 3 scores, subject to clause (c) below provided such bidders score 60 or more.
- c) During technical evaluation scoring, LIC may consider eligible proposals in such a manner so as to get at least two participating OEMs representation for further evaluation. To enable this LIC may consider proposals securing score above 60 in such a manner that at least two participating OEMs get the opportunity for further evaluation.
Example: OEM1 – Bidder1 (score 75), Bidder2 (70), Bidder 3 (68), Bidder4 (65), Bidder5 (60).
OEM2 – Bidder6 (68), Bidder7 (50).
OEM3 - Bidder8 (65).
In the above scenario, as per the provision, bidders with score of 68 and above will be taken up for further evaluation and demonstration i.e. Bidder1, Bidder2, Bidder3, Bidder6 will qualify for further evaluation.
- d) In case the number of qualifying bidders are more than 10, then only top 10 bidders based on their technical bid evaluation score will be shortlisted for further process.
- e) If in LIC's opinion the Bidder could not present or demonstrate the proposed solution as described in the proposal or the proposed solution does not meet LIC's functional and technical requirement, then LIC may at its discretion reject the proposal of the bidder or not consider the proposal of the bidders securing marks below the cut off marks by way of relaxation as mentioned above.
- f) LIC reserves the right to call for any clarification, reference verifications, supporting documentary evidences from any / all bidder(s) during the evaluation of the bids. Such clarifications should be submitted only in writing. No other correspondence on bids will be entertained. LIC reserves the right to refer analysts' reports, benchmarks, specs/information available in public domain. LIC reserve the right to validate the claims/submission from the public domain / analysts' reports.

Format for Technical Compliance

M/s (OEM Name):

Proposed Solution:

OEM Details:

PAM solution OEM and ranking based on revenue of PAM solution in India:

PAM solution OEM present in Gartner's Quadrant:

PAM solution OEM present in Forrester Wave Report:

Authorized Signature with seal(In full and initials):

Name and Title of Signatory:

Name of Bidder:

Note:- Gartner/Forrester data will be based on latest Gartner's quadrant/Forrester Wave reports as on Bid Submission Date.

Format for Relevant Implementation

(Project Citation Format)

M/s (OEM Name)

Bidders are required to provide details of relevant implementation in the format give below:

Important: Use separate sheet for each citation.

Sl. No	Particulars	Details	
1	OEM OEM Contact Person OEM Contact Mobile and Email		
2	Citation Serial Number	e.g. 1 of 5; 2 of 5 etc....	
3	Name of Project		
4	Name of the System Integrator for the Assignment		
5	Name of Client (Referenceable)		
6	Is the Client a Scheduled Public Sector bank/Scheduled Private sector bank/Scheduled foreign Banks/Insurance Companies (Life/General) in India.		
7	Address of Client		
8	Client Contact Person Name and Mobile/Tel No		
9	Project Start and End Dates	From :	To:

10	Outcome of the project : Whether completed or ongoing	
11	If ongoing: Which of the assignment have been accomplished? Which are in pipeline and ongoing. (e.g. Setup Completed, Under Implementation etc)	
12	Brief narrative description of Project	
13	How Assignments is relevant to current project (Similar Nature of Work).	
14	Nature of Workload Information	
	(i) Number of On-boarded Devices	
	(ii) Number of On-Boarded Users	
15 Attach work orders/ Relevant Documents		
16 Highlight the information which is relevant for LIC Project and needs consideration.		

Authorized Signature with seal(In full and initials):

Name and Title of Signatory:

Name of Bidder:

Address:

Location:

Date: