



भारतीय जीवन बीमा निगम  
LIFE INSURANCE CORPORATION OF INDIA

Investment M&A Department 6<sup>th</sup> floor, Central Office, Yogakshema, Jeevan Bima Marg, Mumbai 400 021.

**Ref: LIC/CO/INVM/IIRMS/RFP/2021-2022/1**

Date: 19 April 2021.

**Re: Minutes of Pre-Bid Meeting for RFP For HANA Cloud Services held on 19-Apr-2021**

As described in Activity Schedule of "RFP for Procurement of HANA Hardware and Services (migration, development and managing of Investment System) for Life Insurance Corporation of India" [Ref: LIC/CO/INVM/IIRMS/RFP/2021-2022/1 dated 08-Apr-2021], a Pre-Bid Meeting was held on 19-Apr-2021 at 03.00 pm. The meeting was held in virtual mode on WEBEX platform. Attendees present were confirmed through virtual attendance and the list is provided in Annexure-A to this document.

The meeting was chaired by Chief-in-charge (Investment – M&A) who welcomed all participants. Secretary (Investment – M&A) gave presentation on entire RFP process, including complete details of filling-up of the Commercial Bid. It was also emphasized that adherence to time schedule is very important for the project. A copy of the presentation is given in Annexure-B to this document. At the end of the presentation, representatives from every organization were asked to inform if they require any further clarifications and details. It was also informed to all participants queries received from all bidders through designated email have been responded and the details are available on LIC as well as Tender wizard websites.

Thereafter, the meeting concluded with thanks from the Chair.

Chief-in-Charge (Investment – M&A)

## Annexure-A

### Participant List of Pre-Bid meeting(Held on 19-04-2021) on RFP of HANA On Prem

Reference: LIC/CO/INVM/IIRMS/RFP/2021-2022/1 dated 08-Apr-2021

| SI No. | Name of Participant | Name of Organisation | Identity |
|--------|---------------------|----------------------|----------|
| 1      | A. Lahiri           | LIC OF INDIA         | HOST     |
| 2      | A G Dastidar        | LIC OF INDIA         | HOST     |
| 3      | D R Parekh          | LIC OF INDIA         | HOST     |
| 4      | S P Vishwakarma     | LIC OF INDIA         | HOST     |
| 5      | PV Thejokiran       | LIC OF INDIA         | HOST     |

| SI No. | Name of Organisation    | Name of Participant  | Email ID                                   |
|--------|-------------------------|----------------------|--------------------------------------------|
| 1      | Amazon                  | Ashish Thorat        | ashishvt@amazon.com                        |
| 2      | Amazon                  | Varun Karulkar       | karulkar@amazon.com                        |
| 3      | ATOS                    | Smruti Mishra        | smruti.mishra@atos.net                     |
| 4      | CMS                     | prasad patil         | prasad.patil@cmsitservices.com             |
| 5      | COFORGETECH             | Mr Amitabh Nag       | Amitabh.nag@coforgetech.com                |
| 6      | CtrlS                   | Bumi                 |                                            |
| 7      | CtrlS                   | Ria Chatterjee       | ria.c@ctrls.in                             |
| 8      | HPE                     | Partha Chatterjee    | partha.chatterjee@hpe.com                  |
| 9      | HPE                     | Shashank Trivedi     | shashank-r.trivedi@hpe.com                 |
| 10     | HPE                     | Gowri Shankar        | g.shankar@hpe.com                          |
| 11     | HPE                     | Mohan kumar          | mohan-kumar.kulandaivel@hpe.com            |
| 12     | HPE                     | Manish Sharma        | manish.sharma2@hpe.com                     |
| 13     | IBM India Pvt Ltd       | Nikhil Gavli         | Nikgavli@in.ibm.com                        |
| 14     | IBM India Pvt Ltd       | SoumyoJyoti Maitra   | soumyojyotimaitra@in.ibm.com               |
| 15     | INFOSYS                 | Sushant              |                                            |
| 16     | INFOSYS                 | Arvind Ramdas Kamath | Arvind_Kamath01@infosys.com                |
| 17     | INFOSYS                 | Sriram Sethuraman    | sriram_sethuraman@infosys.com              |
| 18     | NetApp India            | Ashad Pathan         | Ashhad.Pathan@netapp.com                   |
| 19     | PWC                     | Leo Rego             | leo.rego@pwc.com                           |
| 20     | SIFYCORP                | Ankit Dhingra        | dhingra.ankit@sifycorp.com                 |
| 21     | SIFYCORP                | Krunal               |                                            |
| 22     | SIFYCORP                | Prashant             |                                            |
| 23     | TATA COMMUNICATIONS LTD | Vikram Das           | vikram.das@tatacommunications.com          |
| 24     | TATA COMMUNICATIONS LTD | biplaw bhattacharya  | biplaw.bhattacharya@tatacommunications.com |
| 25     | TATA COMMUNICATIONS LTD | nikhil padale        | nikhil.padale@tatacommunications.com       |
| 26     | TECHMAHINDRA            | Thanigaivelan.J      | Thanigaivelan.j@techmahindra.com           |
| 27     | TECHMAHINDRA            | Guarav Chourasia     | GC00457594@TechMahindra.com                |
| 28     | TECHMAHINDRA            | Mecrarsin            |                                            |
| 29     | TECHMAHINDRA            | Kani V               |                                            |
| 30     | Unique Solutions        | Nivant Patankar      | nivant.p@uniquesolutionsit.com             |
| 31     | Unique Solutions        | Saurabh Godbole      | saurabh.g@uniquesolutionsit.com            |
| 32     | WIPRO                   | VIHANG PARANJAPE     | vihang.paranjape@wipro.com                 |
| 33     | WIPRO                   | Debmalya roy         | debmalya.roy1@wipro.com                    |
| 34     | WIPRO                   | Ranjith Kumar        | ranjith.kumar43@wipro.com                  |
| 35     | WIPRO                   | sanjeev Kumar        |                                            |

## Annexure-B



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)



नया दशक नये सपने

NEW DECADE **NEW DREAMS** ➡



# 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

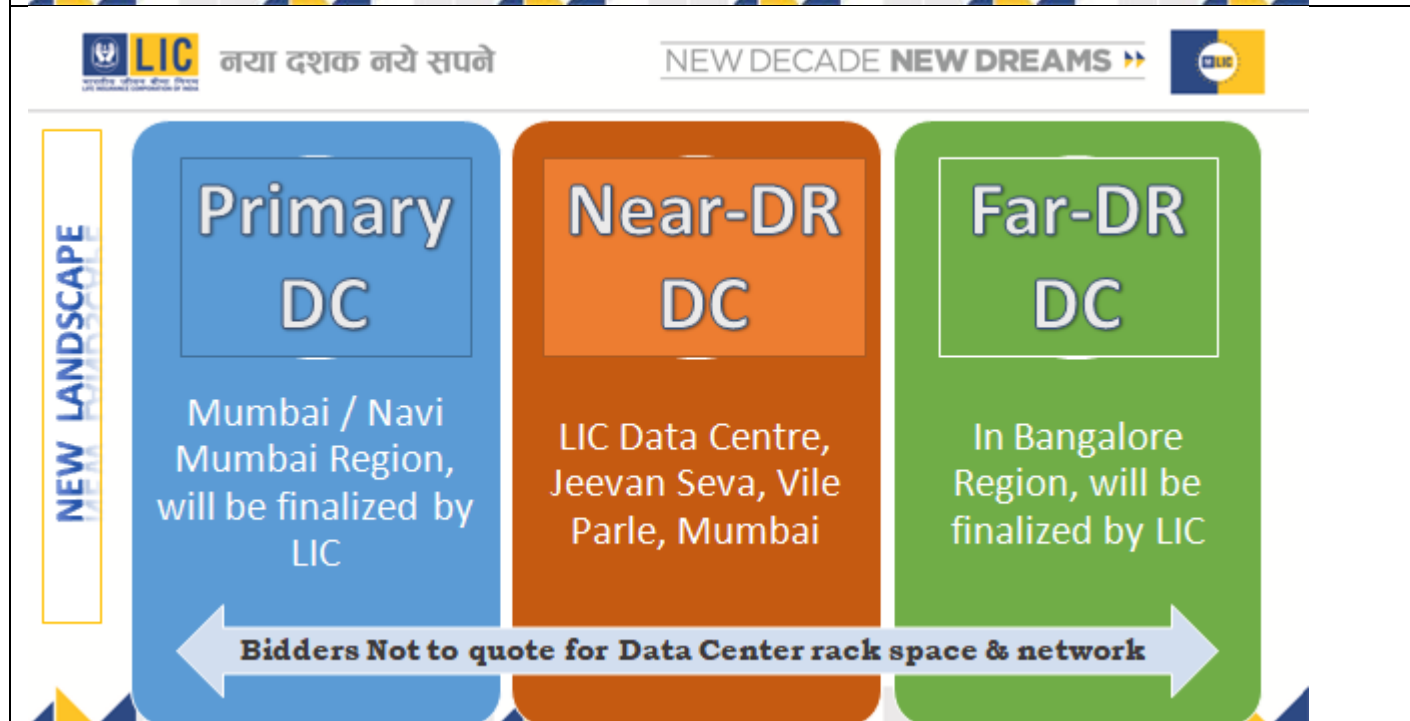
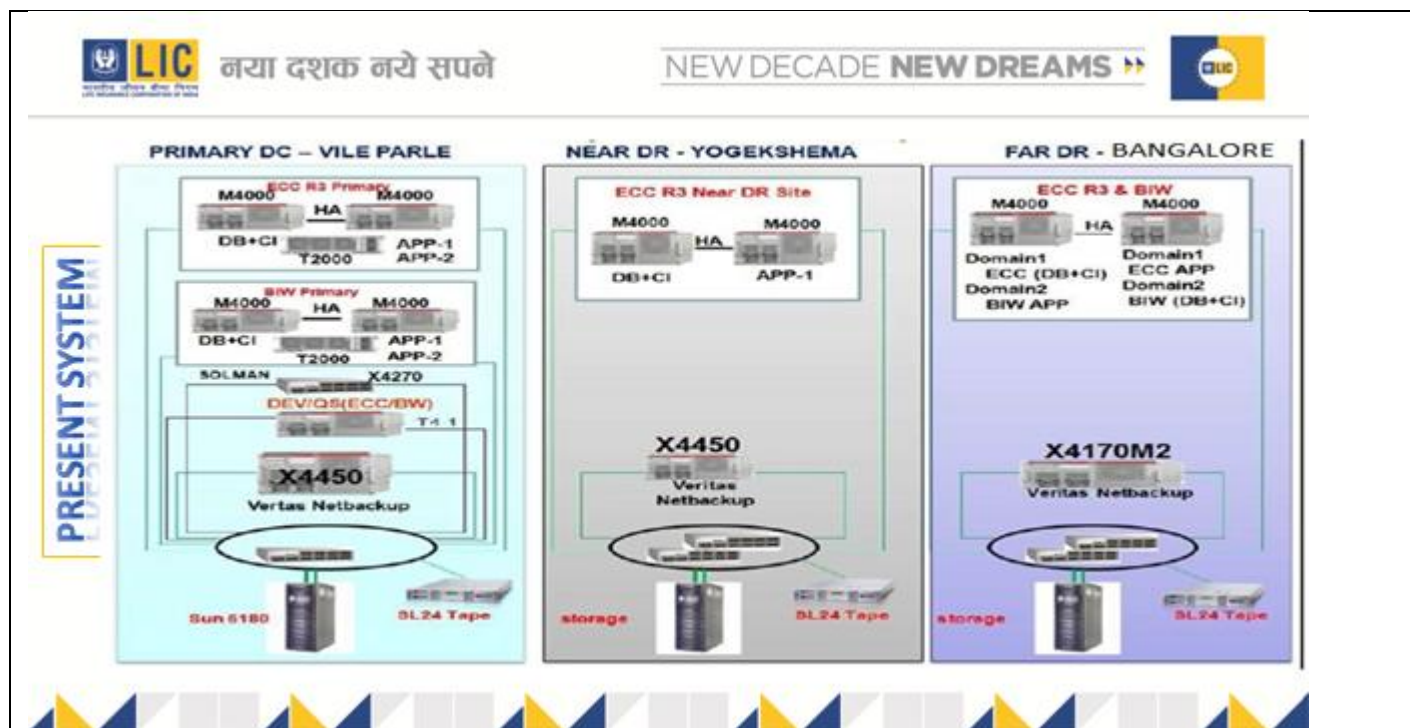
- Bid Value is 40 Crores (spread over 7 years)
- The goal is to handle the end to end project by undertaking all the required activities from supply, installation & maintenance of the requisite infrastructure for the migration of the existing ECC & BW based system from the current version to the latest 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                                                                                                                                                   | Near-DR                                                 | Far-DR                                                                          |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------|---------------------------------------------------------------------------------|
| Jeevan Seva, Vile Parle, Mumbai                                                                                                                           | Yogakshema, Nariman Point, Mumbai                       | LIC Divisional Office, Bangalore                                                |
| R3 (Transaction system), Business Warehouse (Reporting system)<br>Primary system, all UAT systems and Solution Manager system are running from this site. | R3 (Transaction system) [DR] is running from this site. | DR system of R3 (Transaction system) and Business Warehouse (Reporting system). |



NEW LANDSCAPE

## 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

NEW LANDSCAPE

| Primary Site    |                 |  |            |
|-----------------|-----------------|--|------------|
| Production      |                 |  |            |
| 3 TB            | Box 1 (Primary) |  | Box 2 (HA) |
| Box 1 (1.5 TB)  | S&H             |  | S&H        |
|                 | PO              |  | PO         |
|                 | SYSTEM          |  | SYSTEM     |
| Box 2 (1.5 TB)  | BW, BO (CMS)    |  | BW, BO     |
|                 | GRC             |  | GRC        |
|                 | Sol Man         |  | Sol Man    |
|                 | SYSTEM          |  | SYSTEM     |
| Quality         |                 |  |            |
| 1.5 TB          | Box 1           |  |            |
| (MDC)<br>1.5 TB | S&H             |  |            |
|                 | PO              |  |            |
|                 | BW, BO          |  |            |
|                 | SYSTEM          |  |            |
| Development     |                 |  |            |
| 1.5 TB          | Box 1           |  |            |
| (MDC)<br>1.5 TB | S&H             |  |            |
|                 | 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)                                       | S&H             |
|                                                      | 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) | S&H             |  | S&H        |
|                | PO              |  | PO         |
|                | SYSTEM          |  | SYSTEM     |
| Box 2 (1.5 TB) | BW, BO (CMS)    |  | BW, BO     |
|                | GRC             |  | GRC        |
|                | Sol Man         |  | Sol Man    |
|                | SYSTEM          |  | SYSTEM     |
| Quality        |                 |  |            |
| 1.5 TB         | Box 1           |  |            |
| (MDC) 1.5 TB   | S&H             |  |            |
|                | PO              |  |            |
|                | BW, BO          |  |            |
|                | SYSTEM          |  |            |
| Development    |                 |  |            |
| 1.5 TB         | Box 1           |  |            |
| (MDC) 1.5 TB   | S&H             |  |            |
|                | 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

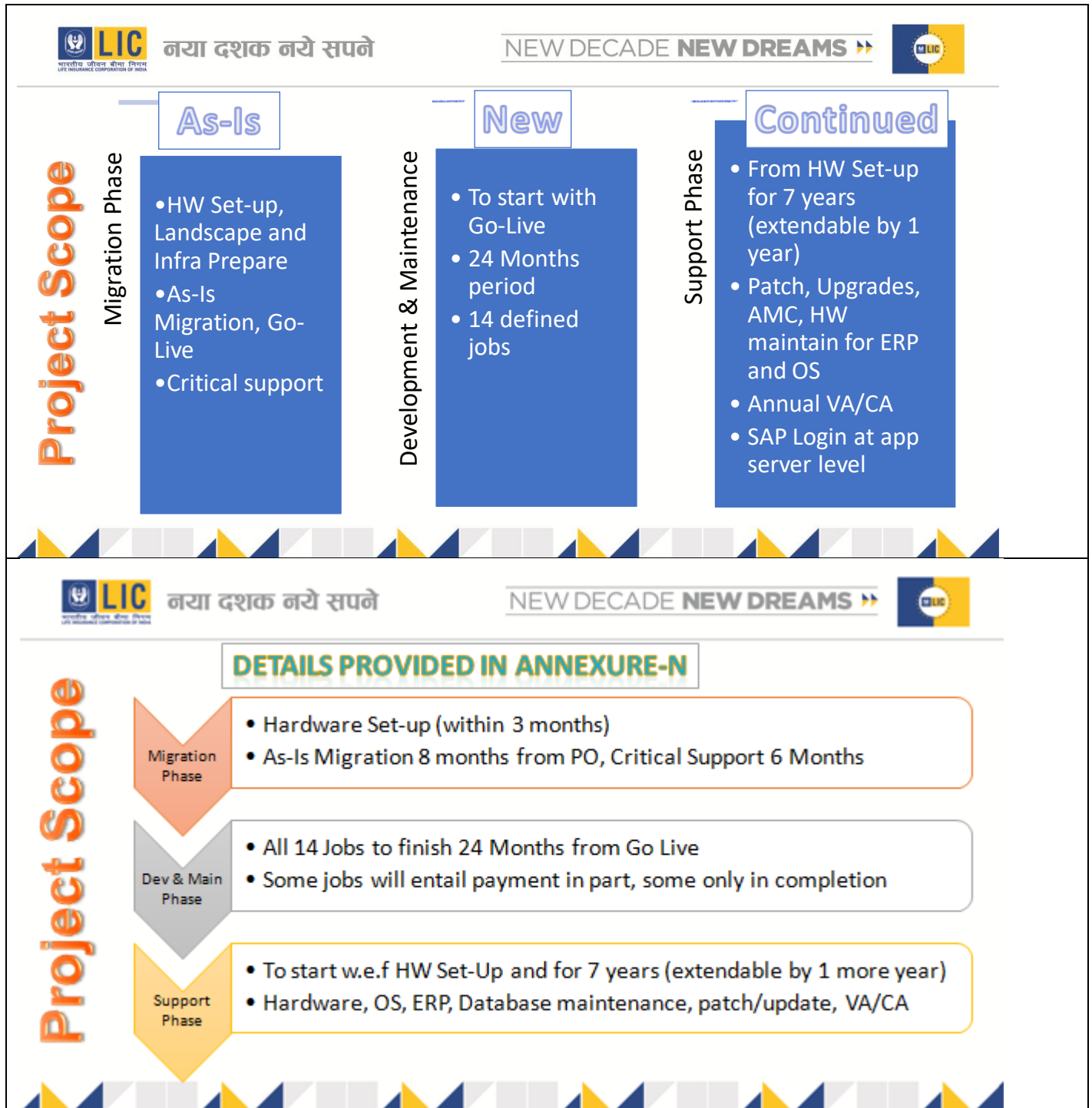
| Details                                    | Migration Phase                | Development and Maintenance Phase                                   | Support Phase                                                                                                                                                                                                   |
|--------------------------------------------|--------------------------------|---------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Contract Signing and Issuance of PO</b> | Seven days from issue of LOI   |                                                                     |                                                                                                                                                                                                                 |
| <b>Hardware Delivery</b>                   | 10 weeks from Contract Signing |                                                                     |                                                                                                                                                                                                                 |
| <b>Hardware Set-up</b>                     | 3 months from Contract Signing |                                                                     |                                                                                                                                                                                                                 |
| <b>Go-Live</b>                             | 8 months from Contract Signing | Two years from Go-Live i.e. (8+24) 32 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. |
| <b>Critical Support</b>                    | 6 months from go-live          | performing 14 Annexure-N defined jobs                               |                                                                                                                                                                                                                 |
| <b>1 yr from Hardware Set-up</b>           |                                |                                                                     |                                                                                                                                                                                                                 |
| <b>2 yr from Hardware Set-up</b>           |                                |                                                                     |                                                                                                                                                                                                                 |
| <b>3 yr from Hardware Set-up</b>           |                                |                                                                     |                                                                                                                                                                                                                 |
| <b>4 yr from Hardware Set-up</b>           |                                |                                                                     |                                                                                                                                                                                                                 |
| <b>5 yr from Hardware Set-up</b>           |                                |                                                                     |                                                                                                                                                                                                                 |
| <b>6 yr from Hardware Set-up</b>           |                                |                                                                     | Support phase may be extended by one year based on LIC's requirement                                                                                                                                            |
| <b>7 yr from Hardware Set-up</b>           |                                |                                                                     |                                                                                                                                                                                                                 |
| <b>8 yr from Hardware Set-up</b>           |                                |                                                                     |                                                                                                                                                                                                                 |

### 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



## Migration Phase Jobs

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

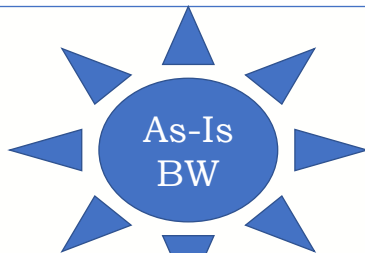
| Type of Custom Object                   | Custom Object | Remarks                                                                                                         |
|-----------------------------------------|---------------|-----------------------------------------------------------------------------------------------------------------|
| 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

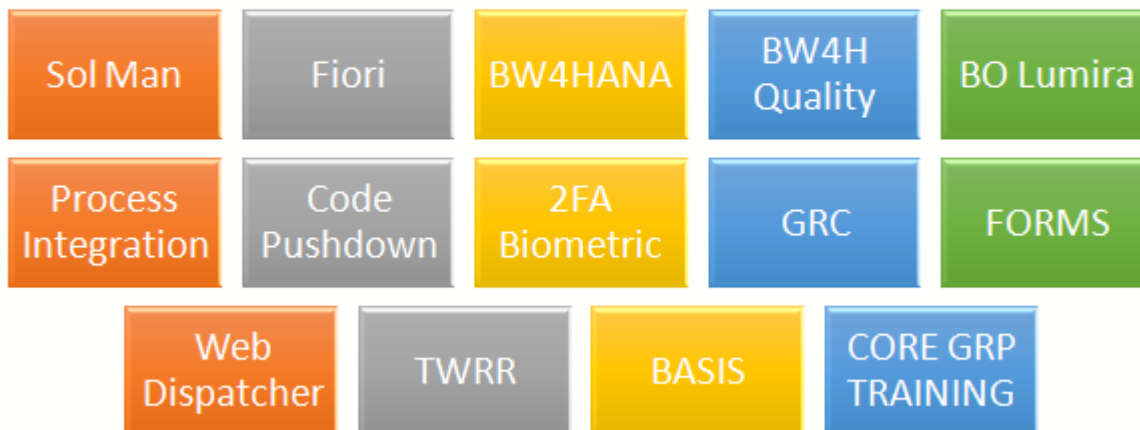
List of BW Custom Objects to be migrated during Migration Phase

| 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



### 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                                                                                                                                                                                                                                                                                      |
|----------------------------------------------------------------|-------|------------------------------------------------------|---------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>1.Issuance of PO</b>                                        | 0     | Starting Point                                       | Project Starts here                               | Nil                                                                                                                                                                                                                                                                                          |
| <b>2.Set-up of Hardware</b>                                    | 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:<br><b>50%</b> of HW Cost: on complete infrastructure set-up and Hardware power-on position<br><b>30%</b> of HW Cost: on complete landscape Set-up<br><b>20%</b> of HW Cost: On Go-Live                                                   |
| <b>3.Migration of As-Is Solution</b>                           | 1     | Within 8 months from PO                              | As per SoW document                               | To be quoted by the bidder.<br><b>Mock-1</b> : 25%<br><b>Mock-2</b> : 25%<br><b>Go-Live</b> : 26%<br><b>Critical Support</b> (i.e. 6 months post go-live) : 4% per month totaling 24%                                                                                                        |
| <b>4.Development and Maintenance of New solutions</b>          | 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.<br>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. |
| <b>5. Maintenance of system upto SAP Login Level on server</b> | 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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