

Ref: LIC/CO/INVM/IIRMS/RFP/2020-2021/2

Date: 12 February 2021.

Re: Minutes of Pre-Bid Meeting for RFP For HANA Cloud Services held on 12-feb-2021

As described in Activity Schedule of “RFP For HANA Cloud Services (migration, hosting and managing of Investment System)” [Ref: LIC/CO/INVM/IIRMS/RFP/2020-2021/1 dated 08-Feb-2021], a Pre-Bid Meeting was held on 12-Feb-2021 at 11:00 Hours. 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 (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 the participants that, in case any queries, clarifications, suggestion etc. are required, the same be sent to LIC of India through email as per details provided in the Activity Schedule of RFP document, latest by 15:30 Hours of 15-Feb-2021.

Thereafter, the meeting concluded with thanks from the Chair.

p. Executive Director (Investment – M&A)

Annexure-A

Participant List of Pre-bid Meeting (held on 12-Feb-2021) on "RFP for HANA Cloud Services"

Reference : LIC/CO/INVM/IIRMS/RFP/2020-2021/1 dated 08-Feb-2021.

Sl. No.	Name of Participant	Name of Organization	Identity
1	Seema.S	LIC OF INDIA	Host
2	Abhijit Dastidar	LIC OF INDIA	Host
3	Dilip R. Parekh	LIC OF INDIA	Host
4	S P Vishwakarma	LIC OF INDIA	Host
5	Shanti swaroop	LIC OF INDIA	Host
6	Thejokiran	LIC OF INDIA	Host

Sl. No.	Name of Organization	Name of Participant	Email
1	Amazon Web Services	Varun Karulkar	karulkar@amazon.com
2	Amazon Web Services	Mayank Arora	awsamayn@amazon.com
3	Atos India Pvt Ltd	Smruti Ranjan Mishra	smruti.mishra@atos.net
4	Coforge Ltd (erst while NIIT Technologies)	Suresh Balakrishnan	Suresh.Balakrishnan@coforgetech.com
5	Coforge Ltd (erst while NIIT Technologies)	Aashita Dagar	Aashita.dagar@coforgetech.com
6	Datamatics (DGSL)	Nishant Shelat	nishant.shelat@datamatics.com
7	Datamatics (DGSL)	Prakash Tiwari	prakash.tiwari@datamatics.com
8	DXC Technology India Private Limited	Joshi, Nikhil Sha	nikhilj@dxc.com
9	Ernst & Young LLP	Nilesh Patil	nilesh.patil@in.ey.com
10	Ernst & Young LLP	Gopinath Padhi	gopinath.padhi@in.ey.com
11	Gemini Consulting Services India Pvt Ltd.	Mr Sujit Padhi	SPADHI@GEMINI-US.COM
12	Gemini Consulting Services India Pvt Ltd.	Mr Nirakar Dash	NDAS@GEMINI-US.COM@GEMINI-US.COM
13	Google Cloud	Roshan Sathe	roshansathe@google.com
14	Google Cloud	Arun Menon	arunmenon@google.com
15	HPE	Shashank Trivedi	shashank-r.trivedi@hpe.com
16	HPE	Manish Sharma	manish.sharma2@hpe.com
17	Infosys Limited	Sushant Navale	sushant.navale@infosys.com
18	Infosys Limited	Arvind Kamath	Arvind_Kamath01@infosys.com
19	NEC Corporation India	Gagan Mohan Singh	Gaganmohan.singh@india.nec.com
20	Netmagic (An NTT Communications Company)	Neil Andrade	neil.andrade@netmagicsolutions.com
21	Netmagic (An NTT Communications Company)	Alwin Lobo	alwin.loba@netmagicsolutions.com
22	PricewaterhouseCoopers Pvt. Ltd.	Ganesh Bamnote	Ganesh.bamnote@pwc.com
23	Red Hat India Pvt. Ltd	Siddharth Bhardwaj	sibhardw@redhat.com
24	SAP India	Mr. CVS Rao	cv.suryanarayan.rao@sap.com
25	SAP India	Mr. Ripusudan Bakshi	ripusudan.bakshi@sap.com
26	SAP India	Amit Ranjan	not available
27	Tata Communications Limited	Pandiyar Raja	pandiyar.raja@tatacommunications.com
28	Tata Communications Limited	Sachin Nazare	sachin.nazare@tatacommunications.com
29	Tata Consultancy Services	Vibhavari Nagarhalli	vibhavari.nagarhalli@tcs.com
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34	Tech Mahindra	Thanigaivelan J	thanigaivelan.j@techmahindra.com
35	Tech Mahindra	Gaurav Chaurasia	GC00457594@TechMahindra.com
36	Wipro Limited	Sushil Singh	sushil.singh15@wipro.com
37	Wipro Limited	Vihang Paranjape	vihang.paranjape@wipro.com

Annexure-B



नया दशक नये सपने

NEW DECADE NEW DREAMS

Pre-Bid Meeting 12-Feb-2021



RFP For HANA Cloud Services (migration, hosting 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/2020-2021/1 dated 08-Feb-2021**
4. Available in: <https://licindia.in/Bottom-Links/Tenders> and <https://www.tenderwizard.com/LIC>
5. Copy of this PPT shall be made available in URL mentioned above

IMPORTANT INFORMATION FOR BIDDERS

- Bid Value is Maximum 25 Crores (spread over 5 years)
- The goal is to shift to OPEX model
- 10% of Total Contract Value will be PBG
- Existing System (R3) going out of service in July 2021
- Hence, time-lines of the project are non-negotiable

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) 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).

IMPORTANT POINT

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

PROJECT GOAL

Selection of End-to-end Solution provider for migrating, developing and managing Cloud as well as Application Landscape

Name	Migration Phase	Development & Maintenance Phase	Support Phase
Period	Go-Live within 180 days of PO after Go-Live, 6 month Hyper-care	Two years, starting from Go-Live	5 years starting from Go-Live
Broad Goal of the phase	Cloud Set-up (both PR and DR), Network Set-up from Data Center to LIC's3 Work-Areas, Migration of existing application and data (with 0 data loss), existing BW to BWonHANA, Go-Live and Hyper-care	Develop and maintain new applications which are detailed in Scope of work, some of them are: - BWonHANA to BW4HANA - SolMAN - FIORI (100 Screens) - BO & LUMIRA 2FA - GRC	Managing Cloud Set-up, regular back-up management, providing SAP login service in LIC Work Area, swapping between PR and DR seamlessly once in a month in such a way that all works will be done from DR

IMPORTANT POINTS

1. Data Centres must be MeitY empanelled for the Cloud Service
2. Two Data Centers (both PR and DR) must be in two different Seismic Zone but within geographic boundaries of India.
3. Bidder must qualify criteria mentioned in “Minimum Eligibility Criteria”
4. Those who clear MEC, will be evaluated for Technical qualification
5. Those who qualify in 5 above, will be evaluated for commercial bidding
6. H1 Elimination (subject to conditions) may happen
7. Reverse Auction will happen in online mode
8. Revised Commercials will be submitted by successful bidder
9. If all conditions are met, Purchase Order will be issued

Minimum Eligibility Criteria for Bidder

- 1 An Indian firm and in existence for 5 years.**
- 2 SAP Partner duly authorized by SAP .**
- 3 An average turnover of minimum Rs. 50 crore during each of the three FYs**
- 4 3 projects for supply /upgradation in last 4 Financial years for the IT systems with PO > 10Cr**
1 project for implementation of HANA in India in last 4 years with PO > 3 Crore.
- 5 Managing the IT infrastructure for Cloud services to at least 3 clients in India during last 4 FY**
- 6 Back-to-back support with all the proposed CSPs and OEMs**
- 7 50 IT Professionals on their payroll, Min 20 with Cloud Exp, 20 with SAP-ABAP & SAP-BASIS on payroll**
- 8 Not been blacklisted**

MANDATORY REQUIREMENT

Technical Evaluation

1. Minimum Sizing Requirements to be met
2. DR Centre shall be exact replica of PR (same sizing)
3. Data Centre proposed not to have history of Data Breach
4. Both Data Centres must be TIA Tier-3 or above
5. Back-up & Security Policy of LIC to be adhered to

TECHNICAL REQUIREMENT

Technical Evaluation

TQ of the Solution

- Segment Total Marks :50
- Segment Qualification Mark: 30

TQ of the Bidder

- Segment Total Marks :50
- Segment Qualification Mark: 30

Overall TQ

- Overall Total Marks :100
- Segment Qualification Mark: 70

TECHNICAL REQUIREMENT – SOLUTION QUALIFICATIONS

Total Marks : 50, Segment Qualifying Marks: 30

Example

Requirement	Marks	Bidder-A Quote	Bidder-B Quote	Bidder-C Quote	Outcome
S4 HANA Quality System (APP) : Min 32000 SAPS	3	24000 SAPS	32000 SAPS	48000 SAPS	Bid-A : Disqualified Bid-B: 2 Marks Bid-C: 3 Marks

TECHNICAL REQUIREMENT – BIDDER QUALIFICATIONS

Total Marks : 50, Segment Qualifying Marks: 30

Example

Requirement	Marks	Bidder-X Quote	Bidder-Y Quote	Bidder-Z Quote	Outcome
Bidder's experience of managing Treasury or FI Modules of SAP (either ECC6 or S4/HANA) in India or Globally (in last 4 years)	More than 3 Clients = 6 Marks, 3 Clients = 5 Marks, 2 Clients = 4 Marks	0 Client	4 Clients	2 Clients	Bid-X: 0 Mark Bid-Y: 6 Marks Bid-Z: 4 Marks
Bidder's experience of managing Treasury or FI Modules (other than SAP) in India or Globally (in last 4 years)	More than 3 Clients = 5 Marks, 3 Clients = 4 Marks, 2 Clients = 3 Marks	4 Clients	2 Clients	0 Clients	Bid-X : 5 Marks Bid-Y: 3 Marks Bid-Z: 0 Mark

TECHNICAL REQUIREMENT – OVERALL QUALIFICATIONS

Total Marks : 100, Segment Qualifying Marks: 70

Example

Bid-P	Bid-Q	Bid-R	Bid-S	
- Soln Score = 32 - Bidder Score = 40	- Soln Score = 38 - Bidder Score = 32	- Soln Score = 32 - Bidder Score = 34	- Soln Score = 28 - Bidder Score = 48	Qualified: Bid-P & Bid-Q Disqualified: Bid-R & Bid-S Commercial Bids of only P&Q will be opened

UNDERSTANDING COMMERCIAL BID

- There are Three considerations in Commercial Bidding
 - Event Based Payment
 - Time Based Payment
 - Notional Value Payment
- Each Payment is to be categorized with reference to these parameters
- The payments are to be segregated in Phase-wise manner
- NPV will be calculated @10% pa compounded monthly
- Starting point of payment shall be go-live event

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, 16 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
12. Event-based Commercial Pricing and Time-based Commercial Pricing must match with one another
13. The value of cell “I5” 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 “I5” cell reaches outcome of reverse-auction and keeping similar weightage to all elements

UNDERSTANDING COMMERCIAL BID

Details of event	Payment
Issuance of PO	Nil
Set-up of Cloud infrastructure	One time cost, payable post go live
Migration of As-Is Solution	To be quoted by the bidder- One time cost, 60% payable on Go Live and 40% post Hyper care period
Set-up of DR facility	To be quoted by the bidder- One time cost, 60% payable on Go Live and 40% post Hyper care period
Hyper-care Period	To be quoted by the bidder
Maintenance of Deployed Solution	To be quoted by bidder (Payable on man month rate on a Quarterly basis for two years) on actual basis for number of resources utilized.
Development/deployment of New solutions	
Enhancing and Maintenance of Cloud up-to SAP Login Level	To be quoted by bidder (Payable on a monthly basis for five years)

UNDERSTANDING SERVICE LEVEL AGREEMENT

1. SLA shall be governed by the relevant portions of RFP (Page-41 to Page-46)
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 (5 years from go-live), 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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