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

Ref: LIC/CO/INVM/IIRMS/RFP/2020-2021/3 **Date: 22 February 2021.**

Re: Minutes of Explanation of Commercials (Annexure-I) held on 22-feb-2021

As requested in pre-bid queries received by prospective bidders, On 22 February 2021 at 15:00 Hrs, one session was held in virtual mode on WEBEX platform to explain the commercials of the RFP as prescribed in Annexure –I. Attendees present were confirmed through virtual attendance and the list is provided in Annexure-A to this document. The meeting was chaired by Secretary (Investment – M&A) who welcomed all participants. He gave presentation on the commercials of the bid part and explained one scenario with the help of a completely hypothetical example. The Annexure was explained to the participants and relevant doubts were cleared. A copy of the presentation is given in Annexure-B to this document. Sample calculation excel sheet **(Example_Commercial.xlsx)** used during the session is being published for the understanding purpose only. Thereafter the meeting concluded with thanks from the Chair.

p. Executive Director

(Investment – M&A)

Annexure-A

Participant List of Explanation of Commercials (Annexure-I) held on 22-feb-2021
Reference: LIC/CO/INVM/IIRMS/RFP/2020-2021/3

Sl. No.	Name of Participant	Name of Organization	Identity
1	Abhijeet G Dastidar	LIC OF INDIA	Host
2	Dilip R Parekh	LIC OF INDIA	Host
3	S P Vishwakarma	LIC OF INDIA	Host
4	PV Thejokiran	LIC OF INDIA	Host
5	Mukesh Ramteke	LIC OF INDIA	Host

Sl. No.	Name of Organization	Name of Participant	Email
1	Atos	Smruti Mishra	smruti.mishra@atos.net
2	Atos	Kusum Daga	kusum.daga@atos.net
3	Deloitte	Durga Sahu	dusahu@DELOITTE.com
4	Deloitte	Bineet Srivastava	sbineet@deloitte.com
5	EY	Nilesh Patil	nilesh.patil@in.ey.com
6	EY	Prateek Chaturvedi	prateek1.chaturvedi@in.ey.com
7	Infosys Ltd	Sushant Navale	sushant.navale@infosys.com
8	Infosys Ltd	Sridhar Gatpa	Sridhar_Gatpa@infosys.com
9	Pwc	Mr Ganesh Bamnote	ganesh.bamnote@pwc.com
10	Pwc	Mr Vikash Verma	vikash.verma@pwc.com
11	Tata communications	mram kumar	mram.kumar@tatacommunications.com
12	Tcs	Kajal Prajapati	kajal.prajapati@tcs.com
13	Tcs	Amal Bhattacharya	amal.bhattacharya@tcs.com
14	Tech mahindra	Thanigaivelan J	Thanigaivelan.j@techmahindra.com
15	Ttata communications	savhin nazare	Sachin.Nazare@tatacommunications.com
16	Wipro	Vihang Paranjape	Vihang.paranjape@wipro.com

Annexure-B

नया दशक नये सपने

NEW DECADE **NEW DREAMS**

Understanding Commercial Proposal

Date: 22-Feb-2021

RFP For HANA Cloud Services migration, hosting and managing of Investment System)

BY LIC of India, IIRMS Section, (Investment – M&A)

GENERAL POINTS

1. Discussion happening now shall be governed by Pre-Bid Integrity Pact and Non-disclosure to unrelated third party
2. Document Reference: **LIC/CO/INVM/IIRMS/RFP/2020-2021/1 dated 08-Feb-2021**
3. Available in: **https://licindia.in/Bottom-Links/Tenders and https://www.tenderwizard.com/LIC**
4. Response to Bidders' Queries are already published on 18-Feb-2020
5. Q&A Session will happen at the end of the presentation
6. Amounts used are for explanation only; bidders to use own amounts

TWO PARTS OF COMMERCIALS

Event based	Time Based
Phase wise	Monthly
Within Phase, granular level	Spread over 60 Months

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GOAL OF THE COMMERCIAL

NPV
- Arrive at NPV of total cost
- Lowest NPV to be floor for eRA

Scope
- To ensure whole scope is priced
- 3 Phases are separate

SLA
- Time and Cost of each event
- Granular level SLA

HOW TO FILL UP

1. Use bottom-up approach
2. Have clear project timeline
3. Factor in each parts
4. Take a modular view

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HOW TO FILL UP — MAJOR PARTS

1. Cloud Set-up (PR and DR)
2. Migration of As-IS
3. Development and Maintenance
4. Support
5. Buy-Back
6. Additional Manpower
7. Exit Management
8. Buy-Back

Cloud and DR Set-up

MIGRATION PHASE

1. Payment to start only on go-live (within 180 days of PO)
2. After go-live, 180 days of hyper-care
3. 60% of Payment on Go-Live and 40% at end of Hyper Care
4. Sizing of PR and DR will be same and monthly swapping
5. **Assumption**: Both will cost the same

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Cloud and DR Set-up

MIGRATION PHASE

Details	On Go Live	After Hyper care	Total
Time	Month-0	Month-6	
Primary	3Cr (60%)	2 Cr (40%)	5Cr
DR	3Cr (60%)	2 Cr (40%)	5Cr
Total	6 Cr	4 Cr	10 Cr

Assumption: Set-up of both PR and DR will cost 5 Crore each

MIGRATION PHASE

As-is Migration And Hyper-Care

Sl	Month	Event	Payout
1	Month-0	Say, Total Migration : 4 Cr And Total Hyper-care : 2 Cr i.e. total 6 Cr And, it is decided by bidder to Charge 1/6th of this Cost, Payable monthly, spread across 6 months	1 Cr
2	Month-1		1 Cr
3	Month-2		1 Cr
4	Month-3		1 Cr
5	Month-4		1 Cr
6	Month-5		1 Cr

DEVELOPMENT AND MAINTENANCE PHASE

Develop new solutions and maintaining them

1. In this phase, 16 jobs (Annex-N, SoW) are required to be done
2. Starting with Go-Live and ending in 24 months
3. Some jobs may be over in a month, some may be spreading over multiple months
4. Some jobs (like Network, Compliance etc) may continue over the whole duration
5. Price for each segment over these 24 months are to be factored.

DEVELOPMENT AND MAINTENANCE PHASE

Sl	Joba	Remark	Tot Cost
1	Solution Manager	7 months	
2	SAP Fiori	12 Mnt	
3	BW4HANA Migration from BW on HANA	14 Mnt	
4	BW Quality	15 Mmnt	
5	Business Objects and Lumira - latest version	6 Mnt	
6	Process Integration	4 Mnt	
7	Custom Code Push Down - CDS views	21 Mnt	
8	2 Factor / Biometric Authentication for login	stating	

Sl	Job	Remark	Tot Cost
9	New GRC Installation - latest version	3 months	
10	Forms	2 months	
11	Web Dispatcher	5 months	
12	BASIS support	all 24 Mnt	
13	Knowledge Transfer	last 4 Mnt	
14	Core Team Training	last 4 Mnt	
15	Network	all 24 Mnt	
16	Compliance Requirement	twice - 12&24	
	Total of D and M Phase		4 Crore

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SUPPORT PHASE

1. For 60 months from go-live
2. Expected jobs are cloud, SLA, network and infra management
3. **Assumption:** Total cost is 4 Crore, payable monthly i.e. 6,66,667/- monthly

IMPORTANT POINTS

1. The cost on both (Even based as well as time based) must match
2. After eRA, revised commercial must have similar distribution across heads

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All examples used in this presentation are only to enable bidders to understand filling up of commercials

Thank You