

21.07.2023

RFP for Selection of vendor to obtain Business Information Report for Credit Risk Management (e-tendering)

RFP REF NO: UCO/HORM/02/2023-24 Date: 14/07/2023

Pre-Bid Responses/ Clarifications to Queries raised by the Bidder(s)

SI No.	RFP Page No.	RFP Clause No.	Original RFP Clause	Query sought/ Suggestions of the Bidder	Bank Response
1	30	Part IV	Scope of Work	If some of the parameters mentioned in the scope of work for business information report are not available for any requested company (could be possible in few cases), will the bank be fine to accept the report on best information basis	Yes, based on genuine data aggregation constraint
2	30	Part IV; Point number 80	Scope of Work	We track 50k+ companies on our portal; but in case if any company report/ business information report sought by bank is not available the timeline to prepare the report should be extended from 1-2 days to minimum 4 days	Clause stands as per RFP
3	98	Annexure XVIII	Commercial Bid	Request if the Bank can let us know the tentative number of companies the wish to seek such report in next 1 year. This would help us to do better pricing at our end. Would the bank be able to provide an overall list of companies (tentative) to be covered in advance?	Around 2000 reports on yearly basis. However, the same may vary based on Bank's requirements. Query not admissible

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4	33	Part IV; Scope of Work	Factors Specific for Infrastructure Projects	If such information is not available as part of company information report will the bank be fine to accept the report on best information basis	Yes, based on genuine data aggregation constraint
5	6	Bid Control Sheet	Last Date and Time for receipts of tender bids 28/07/2023 at 04:00 PM	Since the proposal has to be prepared carefully covering all clauses, request the bank to extend the bid submission dead line by another 10 working days	Clause stands as per RFP
6	10	Part 1, Clause 3, point 6	The bidder should be currently in the service of providing similar services to at least two scheduled commercial banks. Scheduled commercial Banks do not include regional rural Banks, Payment Banks and cooperative Banks.	Request bank to modify this clause and accept experience of similar services to any public / private sector banks, Public Sector Enterprises, State Government Organizations or any Large corporate	Clause stands as per RFP
7	28	Part III, Clause 2	The Bank has discretion to go through a process of Eligibility evaluation followed by the technical evaluation and normalization of the bids to the extent possible to ensure that eligible bidders are more or less on the same technical ground	Kindly provide some example of normalization.	Clause is self explanatory
8	33	Part IV, Point 79	The Data/Information as per the scope of work along with analysis should be made available at the Service Provider's Portal for viewing/downloading which can be accessed	Kindly clarify if we should get in touch with the organization to acquire certain "Consent Based" data points or would the report be fully non-consent based on publicly available data. If it is entirely non-consent many of the data points may not be available in	Bank expects Independent Business Information report of the borrowing entities.

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			from multiple locations by authorized users, within 1-2 working days.	public domain	
9	33	Part IV, Point 79	The Data/Information as per the scope of work along with analysis should be made available at the Service Provider's Portal for viewing/downloading which can be accessed from multiple locations by authorized users, within 1-2 working days.	The Business Information Report deliverables requires collection of data from multiple secondary and primary sources. A timeframe of 1-2 days would not be sufficient to collect all the information requested. Additionally there may be occurrences like MCA portal or any Government portal being down etc. Hence request a time frame of 4-5 working days is required to collect all consent and non-consent data and present them in structured format required by UCO.	Clause stands as per RFP
10	34	Part V, Clause 3	Delivery and Implementation The selected bidder has to ensure the delivery and implementation of the proposed services immediately on issuance of purchase order	Request the bank to provide 15 -20 working days to set up the systems to enable delivery	Clause stands as per RFP
11	34	Part V, Clause 5	Payment Terms The payment will be released to the vendor as per the payment schedule defined as below: a. There will be no advance payments. There will be no interest on late payment. b. Payments will be made on monthly basis against	(1) Kindly clarify the number of companies for which the bid has to be quoted for on a monthly basis. (2) What is the expected mix of companies – Proprietary, Partnership, Public, Private limited? (3) Is there a limit on the number of companies the bank would ask the	1. Around 2000 reports on yearly basis. However, the same may vary based on Bank's requirements. 2. As per Bank's requirement in due course 3. Around 2000 reports on

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			monthly invoice.	successful bidder to collect information on a monthly/quarterly/annual basis (4) How would the bank communicate the names of the entities for whom the data has to be collected	yearly basis. However, the same may vary based on Bank's requirements 4.Business Information Report will be requested by Bank through email/request at vendor portal, by providing details of borrowing entity like PAN, CIN, etc
12	35	Part V, Clause 6	Penalty & Service level agreement (SLA) The selected bidder will be required to sign the Service Level Agreement with the Bank within 15 days of the acceptance of the LOI. The draft format of SLAs will be provided after acceptance of the Letter of Intent (LOI) by the successful bidder. This section includes the SLAs, which Bank requires the Successful Bidder to manage as key performance indicators for the scope of work	Request the bank to share the SLA and KPI's so that approach & methodology in the proposal can be prepared in a manner reflective of the requirements	Query not admissible

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13	37	Part V, Clause 6, Section Penalty	e. If the Bidder fails to complete the due performance of the contract in accordance with the specification and conditions of the offer document, the Bank reserves the right either to cancel the order or to recover a suitable amount as deemed reasonable as Penalty / Liquidated Damage for nonperformance. f. SLA violation will attract penalties.	(1) Request bank to share detailed penalty clause for SLA violation (2) Request bank to include a clause that the vendor may not be penalized for reasons beyond their control, viz., MCA site inaccessibility, organization not responding for consent based queries etc.	1. Already detailed in Part V, Clause "Penalty & Service Level Agreement (SLA)" 2. Query not admissible
14	51	Part V, Clause 27	Termination for Convenience The Bank, by written notice for a maximum period of ninety (90) days, sent to the vendor, may terminate the Contract/SLA, in whole or in part, at any time for its convenience. The notice of termination shall specify that termination is for the Bank's convenience, the extent to which performance of work under the Contract is terminated and the date upon which such termination becomes effective. Bank will pay the bidder till termination date	Request the bank to provide Termination for Convenience provision for the winning bidder as well.	Query is self explanatory

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			for all the milestone achieved as per the terms and conditions of the RFP.		
15	91	Annexure XVI - Functional (Business Information)/ Technical requirement, Borrowing Entity, Sl. no. (2)	Key Financial Ratios and their trends (incl. Debt equity Ratio, Interest Coverage Ratio, DSCR, Liquidity Ratio and Current Ratio)	Can we have an alternate to DSCR – since there are challenges in calculating it (repayment schedule etc. required which may not be available in most cases)	Query not admissible
16	92	Annexure XVI - Functional (Business Information)/ Technical requirement, Borrowing Entity, Sl. no. (22)	Holding Security	What do we mean by holding security? Kindly confirm that we can collect this information from the concerned organization.	Security offered is held by which lender. Data source and its authenticity will remain the prerogative of vendor.
17	92	Annexure XVI - Functional (Business Information)/ Technical requirement, Borrowing Entity, Sl. no. (29)	Write Off Position	What do we mean write off position? Kindly confirm that we can collect this information from the concerned organization.	Position about the loans written off by the borrower. Data source and its authenticity will remain the prerogative of vendor.
18	92	Annexure XVI - Functional (Business Information)/ Technical requirement, Promoters & Group Entities	Definition of Group	Please define the scope of Group companies – Does this mean the immediate parent only, or assessing the main parent, subsidiaries, sister concerns, etc. Having all group company analysis will be more time taking	Yes, scope will involve all such subsidiaries, related party, sister concerns, holding company
19	92	Annexure XVI - Functional (Business Information)/ Technical requirement, Promoters & Group Entities, Sl. no. (36)	Pledge of Promoter Equity to Non – Lenders	What does this mean - Pledge of promoter equity to non-lenders	Clause is self explanatory

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20	93	Annexure XVI - Functional (Business Information)/ Technical requirement, Activity / Industry / Sector, Sl. no. (50)	Trend of Asset quality during past 3 years	Kindly detail the parameters to be evaluated under this data point	How the asset of the borrowing entity is behaving quality wise over a period of time.
21	30	Part – IV: Scope of Work, Point 19	Visibility of beneficial ownership	Kindly detail the parameters to be evaluated under this data point	Who is enjoying beneficial ownership of the firm
22	10	Annexure XV - Eligibility Compliance	The bidder should be currently in the service of providing similar services to at least two scheduled commercial banks. Scheduled commercial Banks do not include regional rural Banks, Payment Banks and cooperative Banks.	Request Bank to consider PO/agreement copy also as a proof	Clause stands as per RFP
23	61	Annexure II - General Details of the Bidder	Financial Position of Bidder for the last three financial years for the Year 2023	Request bank to consider 2019-2020 , 2020-2021 , 2021-2022 as we are yet to get the audited financials for the year 2023	Refer to Part I, Clause 3 (Eligibility Criteria, Point No.2)
24	74	Annexure XI – Certificate from Chartered Accountant	FY 2022-2023	Request bank to consider 2019-2020 , 2020-2021 , 2021-2022 as we are yet to get the audited financials for the year 2023	Refer to Part I, Clause 3 (Eligibility Criteria, Point No.2)
25				How is this RFP different from earlier one	Query is not admissible
26	16	14 A	To reduce transaction cost of doing business, MSEs will be facilitated by providing them tender documents free of cost, exempting MSEs from payment of earnest	Is EMD waived for MSME	Clause is self explanatory

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			money deposit, adopting e-procurement to bring transparency in tendering process. However, exemption from paying Performance Bank Guarantee is not covered under the policy.		
27	30	Part IV	Scope of Work	Is this RFP for Domestic Companies only or for International companies as well	Already discussed in Part IV, Scope of Work
28	33	Part IV	Scope of Work	Humbly request you to increase TAT to atleast 4 working days	Clause stands as per RFP
29	33		Scope of Work	Will Bank provide contact person details for getting information about the client which is not available in public domain	Query is not clear.
30	38	Part V - 8	Performance Guarantee	Please specify amount of Performance Guarantee	10% of project cost
31	30	Part IV	Scope of Work	We assume all the data needed is from public domain	Data requirement will be as per scope of work mentioned Part IV of RFP
32	30	Part IV	Scope of Work point 4	Legal information do not have unique identifiers and there are chances of similar name cases getting added in the data	Data source and its authenticity will remain the prerogative of vendor.
33	30	Part IV	scope of work	Will you give us name of the contact person	Query is not clear.
34	31	Part IV	Promoter & Group	What if the group has more than 25 companies, do you need all the information as mentioned by you	Bank expects business information on major group companies and other group related companies which have

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					impact on decision making of the Bank.
35	33	Other		Based on Scope of work TAT is quite less	Query is not admissible
36				I am assuming all entities will be private limited companies based in India	Already discussed in Part IV, Scope of Work
37	20	31. Submission of Offer - Two Bid System	Hard copy of Tender Fee, Earnest Money Deposit, Integrity Pact and documents executed on non-judicial stamp paper should be sent on the address given in the control sheet on or before bid submission date.	It is requested to kindly mention the stamp value for 1. Integrity pact, 2. Undertaking to abide by all by-laws /, 3. Non-Disclosure Agreement 4. Bank Guarantee Format. 5. Undertaking for Non-Blacklisting (Notarized) Also, if any more document for Non-Judicial Stamp	As per state stamp act.
38	27	1. STAGES OF EVOLUTION	The Bank will adopt process for Reverse Auction of Commercial Bid (details provided in Annexure-XXIII). Only those Bidders will be eligible for Reverse Auction who qualifies in Eligibility Criteria and Scope of Work evaluation Process	It is requested to kindly confirm if the reverse auction will be conducted on e-procurement portal.	Yes
39	30	Scope of Work	Bank is looking to engage the services of a reputed service provider who shall be responsible in providing Business Information Reports for Credit Risk Management of	It is requested to kindly confirm relating to deployment if it is cloud based approach or on-premises application hosting.	As per Bank's requirement placed through email/ request at vendor portal, by providing details of borrowing entity like PAN, CIN, etc

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			the Bank.		
40	107	Proxy Bid	11.1. A proxy bid is one where bidder can submit the lowest bid amount by him in strict confidence to the system directly. This obviates the need for him participating in the bidding process until the proxy bid amount is detrimentally reached by other bidders.	It is requested to kindly elaborate in discussion for the same.	Clause is self explanatory
41	30	Part IV- SI No. 16	Beta of the Scrip and trading volume as percentage to free float. Also provide the details of scrip in which index it belongs to	This type of data is only available only for select few companies like listed entities. What would be the treatment for companies where this is absent. Will this be disregarded	Yes, based on genuine data aggregation constraint
42	30	Part IV- SI No. 17	Details of funding options exercised by the Unit during last 5 years	This type of data is only available only for select few companies like listed entities. What would be the treatment for companies where this is absent. Will this be disregarded	Yes, based on genuine data aggregation constraint
43	31	Part IV- SI No. 50	Trend of Asset quality during past 3 years	This data comprises of non-public data and may not be available for all requests. Will available information in similar category be acceptable in these cases?	Yes, based on genuine data aggregation constraint

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	33	Part IV- SI No. 79	The Data/Information as per the scope of work along with analysis should be made available at the Service Provider's Portal for viewing/downloading which can be accessed from multiple locations by authorized users, within 1-2 working days	Will a portal be the only medium available for delivery? Would mail based delivery & request mechanism be acceptable for the services?	As per Bank's requirement placed through email/request at vendor portal, by providing details of borrowing entity like PAN, CIN, etc
44	13	Part II	Earnest Money Deposit Clause	NEFT has been done and the detailed included as a part of the process instead of an EMD due to technical challenges during the first submission. Will the same be considered for submission?	Refer to Part II, Clause No.4 "Earnest Money Deposit Clause", which is self explanatory. EMD amount received in given account number. Will be returned.
45				Payment Terms – How is the payment going to be released? Is it going to be annual, Monthly or usage based?	Refer to Part V, Clause No.5 "Payment Terms" , which is self explanatory.
46				Reconciliation of the requests – As discussed there will be 200 users for raising requests, will there be any spoc for these 200 users for reconciling the requests?	Point of Contact will be UCO Bank, Head Office 1, Risk Management Department, 1st Floor, 10 BTM Sarani, Kolkata-700001
47				Usage- How the usage is going to be tracked?	Request will be placed through email/request at service providers portal. Refer to Part IV, Clause No.80 "Miscellaneous".
48				TAT- What will be the expected TAT for these reports	Refer to Part IV, Clause No.79 "Miscellaneous" , which is self explanatory.