

EOI for Consultancy for Digital Transformation at LIC

Ref.No.: LIC/CO/DM/DT/2023-2024/EOI/01 dated 04.07.2023

S.No	Addition / Deletion / Modification / Revised	EOI Clause No. / Annexure No. & Page No.	Old Requirement / Condition / Annexure	New Requirement / Condition / Annexure
1	Modification of clause	Annexure_PQC Page-4, clause no. 11 (Column "Documents to be submitted")	Certificate from Head (HR) or company secretary or designated official of the responding firm for number of qualified key professionals employed by the company for similar relevant work . Names and brief Profile key qualified professionals employed by the company. Business and Technology Domains.	Certificate from Head (HR) or company secretary or designated official of the responding firm for number of qualified key professionals employed by the company for similar relevant work . Names and brief Profile of the key qualified professionals employed by the company in Business and Technology Domains to be submitted as per the format provided as Annexure_XVI.
2	Addition of an Annexure	Annexure_PQC Page-4, clause no. 11	-	Annexure_XVI (One page document)
3	Modification	Annexure_PQC Page-1, clause no. 4 (Column "Documents to be submitted")	Copy of the audited financial statement for required financial years. (Certificate from the statutory auditor/ Chartered Accountant for preceding 3 (three) Financial Year(s), may be submitted.)	Copy of the audited financial statement for required financial years. (Certificate from the statutory auditor/ Chartered Accountant for preceding 3 (three) Financial Year(s), may be submitted.). If audited financial statement is not available for Financial Year 2022-2023, then, Financial Statement may be submitted duly certified by the Chartered Accountant/Minimum three partners or Directors.
4	Modification	Annexure_PQC Page-2, clause no. 5 (Column "Documents to be submitted")	Copy of the audited financial statement along with profit and loss statement for corresponding years and /or Certificate of the statutory auditor /Chartered Accountant	Copy of the audited financial statement along with profit and loss statement for corresponding years and /or Certificate of the statutory auditor /Chartered Accountant. If audited Profit and Loss statement is not available for Financial Year 2022-2023, then, Profit and Loss statement may be submitted duly certified by the Chartered Accountant/Minimum three partners or Directors.
5	Revised Annexure	Annexure_PQC	Annexure_PQC (Page 1 to 5)	Revised_Annexure_PQC (Page 1 to 5)
6	Modification	Annexure_EM Page-1, clause no. 1 (first para)	Three Completed / Undertaken assignment experience of extending consultancy for the 'similar relevant works' during the last 5 years ending as on date of EOI.	Three Completed / Undertaken (in progress) assignment experience of extending consultancy for the 'similar relevant works' during the last 5 years ending as on date of EOI.
7	Modification	Annexure_EM Page-1, clause no. 1(a) : Assignment Cost	a) Assignment Cost (PO Value in INR) >= 5 Crore - 1 Mark >=10 Crore - 2 Marks >=20 Crore - 3 Marks >=25 Crore - 4 Marks (Multiple PO for Continuation of Same Assignment will be considered)	a) Assignment Cost (PO Value in INR) >= 5 Crore - 1 Mark >=10 Crore - 2 Marks >=20 Crore - 3 Marks >=25 Crore - 4 Marks (Purchase/work orders pertaining to the "Similar Relevant Work" of same client may be clubbed to meet this criteria for the concerned assignment cited by bidder).

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8	Modification	Annexure_EM Page-1, clause no. 1(b) : Assignment Duration	b) Assignment Duration >=6 months - 1 Mark >=9 months - 2 Marks >=12 months-3 Marks >=18 months- 4 Marks	b) Assignment Duration >=6 months - 1 Mark >=9 months - 2 Marks >=12 months-3 Marks >=18 months- 4 Marks (Purchase/work orders pertaining to the "Similar Relevant Work" of same client may be clubbed to meet this criteria for the concerned assignment cited by bidder).
9	Modification	Annexure_EM Page-1, clause no. 1(e)	e) Assignment Included Program Management and Implementation - 3 Marks	e) Assignment Included Program/Project Management (PMO functions) of Implementation - 3 Marks
10	Modification (row addition for Assignment-3)	Annexure_EM Page-3	Assignment-1 and Assignment-2	Requisite item added : Assignment-1, Assignment-2 and Assignment-3.
11	Modification	Annexure_EM Page-3, clause no.2	Turnover from Consultancy Assignment as on 31.03.2023 (Turnover of Bidder Entity incorporated in India) Top 2 Firms based on turnover from consultancy assignments among received responses - 10 Marks Next 2 Firms in rank - 8 Marks Next 2 Firms in rank - 6 Marks Next 2 Firms in rank - 4 Marks Next 2 Firms in rank - 2 Marks Firms will be ranked based on turnover from consulting assignments in descending order and scores will be assigned as per above criteria	Turnover from Consultancy Assignment as on 31.03.2023 (Turnover of Bidder Entity incorporated in India) Top 2 Bidders based on turnover from consultancy assignments among received responses - 10 Marks Next 2 Bidders in rank - 8 Marks Next 2 Bidders in rank - 6 Marks Next 2 Bidders in rank - 4 Marks Next 2 Bidders in rank - 2 Marks Bidders will be ranked based on turnover from consulting assignments in descending order and scores will be assigned as per above criteria
12	Revised Annexure	Annexure_EM	Annexure_EM (Page 1 to 5)	Revised_Annexure_EM (page 1 to 6)
13	Revised Annexure	Annexure_XIII (Page-6 for signatory designation)	Bidder signatory mentioned as "CEO"	Bidder signatory to be read as "CEO/Principal Officer/Director"
14	Revised Annexure	Annexure_XIII	Annexure_XIII (Page 1 to 6)	Revised_Annexure_XIII (Page 1 to 6)
15	Modification	Page-12, Clause no. 2.14 (1) : Documents for submission (Pre-Contract Integrity Pact)	Signed Pre-Contract Integrity Pact on stamp paper of ₹500.	Signed Pre-Contract Integrity Pact on stamp paper of ₹500. Physical (original) document to be submitted within 24 hours of the Bid Closing time at the address given on the EoI document cover page.

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16	Modification	Page-12, Clause no. 2.14 (3) : Documents for submission (EMD: Earnest Money Deposit)	Scanned Copy of EMD as mentioned in the Activity Schedule in the form of unconditional and irrevocable Bank Guarantee, payable at Mumbai, which should be executed by a Nationalized/ Scheduled bank. Physical Copy to be submitted within 24 hours of the Bid Closing time.	Scanned Copy of EMD as mentioned in the Activity Schedule in the form of unconditional and irrevocable Bank Guarantee, payable at Mumbai, which should be executed by a Nationalized/ Scheduled bank. Physical (original) document to be submitted within 24 hours of the Bid Closing time at the address given on the Eoi document cover page.
17	Deletion	Page-12, Clause no. 2.14 (4)(I) : Documents for submission	If any compliance or clarification sought by LIC is not submitted within 2 business days of being called for, bids are liable to be rejected. The above matter is entirely at LIC's discretion and decision of LIC in this matter will be final and binding.	The clause no. 2.14 (4)(I) : stands deleted.
18	Modification	Page-13, Clause no. 2.15 : Non-Disclosure Agreement (NDA)	The bidder shall submit along with the Bid, a duly notarized Non-Disclosure agreement on a stamp paper of ₹500 (Rupees five hundred only) or of an appropriate value applicable in the relevant state/ Union Territory as per the format given in Annexure_XI which should be duly signed by the Authorized Signatory of the Company.	The bidder shall submit along with the Bid, a duly notarized Non-Disclosure agreement on a stamp paper of ₹500 (Rupees five hundred only) or of an appropriate value applicable in the relevant state/ Union Territory as per the format given in Annexure_XI which should be duly signed by the Authorized Signatory of the Company. Physical (original) document to be submitted within 24 hours of the Bid Closing time at the address given on the Eoi document cover page.

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19	Modification	Eoi document Page no.15 and 16 Clause no.2.25 (2nd para) : Eligibility Criteria Evaluation	The bidder is expected to provide proof for each of the points for eligibility evaluation. The proof provided has to be in line with the details mentioned in Annexure II–Minimum Eligibility Criteria and Annexure_XIV – Financial Capability Statement. Any credential detail mentioned in Annexure II – Minimum Eligibility Criteria and Annexure_XIV – Financial Capability Statement and not accompanied by relevant proof documents will not be considered for evaluation. All credential letters/purchase orders/contract copies should be appropriately bound, labeled and segregated in the respective areas.	The bidder is expected to provide proof for each of the points for eligibility evaluation. The proof provided has to be in line with the details mentioned in Revised_Annexure_PQC –Minimum Eligibility Criteria and Annexure_XIV – Financial Capability Statement. Any credential detail mentioned in Revised_Annexure_PQC – Minimum Eligibility Criteria and Annexure_XIV – Financial Capability Statement and not accompanied by relevant proof documents will not be considered for evaluation. All credential letters/purchase orders/contract copies should be appropriately bound, labeled and segregated in the respective areas.
20	Modification	Eoi document Page no.17, Clause no.2.27 : Notification of Short-listing of Bidders	<p>Bidders qualified in the criteria as per clause 2.26 shall be shortlisted and short-listed bidders will be intimated by LIC regarding the RFP for further tendering process. The decision made by LIC shall be final and binding on all.</p> <p>Within 5 business days (exclusive of holidays) of receipt of the Short listing Order, the Bidder shall countersign, affix official stamp and date on the duplicate copy / photo copy of the Order and Expression of Interest document along with its amendments and return it to LIC as a token of having accepted terms and conditions of the Order and submit Physical Copy of their submission duly signed with seal of the Authorized Signatory.</p> <p>LIC, at its own discretion, may float either an open RFP or LTE (among technically qualified bidders of this EOI) based on total number of technically qualified bidders.</p> <p>LIC reserves the right to elaborate further on the brief overview of the proposed scope of work, qualification Criteria and other terms & conditions without vitiating the shortlisting process. Shortlisted bidders shall have no claim in this regard.</p>	<p>Bidders qualified in the criteria as per clause 2.26 shall be shortlisted and short-listed bidders will be intimated by LIC regarding the RFP for further tendering process. The decision made by LIC shall be final and binding on all.</p> <p>Within 5 days (exclusive of holidays) of receipt of the Short listing Order, the Bidder shall sign, affix official stamp and date the duplicate copy / photo copy of the Order and Expression of Interest document along with its amendments and return it to LIC as a token of having accepted terms and conditions of the Order and submit Physical Copy of their submission duly signed with seal of the Authorized Signatory.</p> <p>Any bidder shortlisted and invited to participate in the RFP, but is not in a position to provide services due to major modifications in the scope or terms and conditions, is allowed to withdraw from the bidding proceedings before submission of RFP bid without forfeiting his Earnest Money Deposit (EMD), by declaring his intention to withdraw from procurement proceedings with adequate justification. The decision of the LIC in the matter shall be final.</p> <p>LIC, at its own discretion, may float either an open RFP or LTE (among technically qualified bidders of this EOI) based on total number of technically qualified bidders. LIC reserves the right to elaborate further on the brief overview of the proposed scope of work, qualification Criteria and other terms & conditions without vitiating the shortlisting process. Shortlisted bidders shall have no claim in this regard.</p>

Note: All other terms and conditions, annexures of the EOI document remains unchanged. In case of any ambiguity, the EOI document will stand

Date : 14.07.2023
Place : Mumbai

Executive Director
(Digital Marketing)

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