भारतीय प्रौद्योगिकी संस्थान धारवाड
वाल्मी कैम्पस, बेलूर औद्योगिक क्षेत्र, उच्च न्यायालय के पास,पीबी रोड,
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IIT Dharwad

MINUTES OF PREBID MEETING HELD ON 04.08.2022 IN RESPECT OF TENDER FOR COMPREHENSIVE INSTITUTE MANAGEMENT SYSTEM AT IIT DHARWAD.

A Pre-bid meeting in respect of the tender for providing "**Comprehensive Institute Management System(CIMS) at IIT Dharwad**" was conducted at 1130 hrs on 04.08.2022. A total of eight (08) prospective bidders attended the online meeting.

2. The following committee members supervised the proceedings: -

Sl. No.	Name	Role
1.	Prof. SRM Prasanna, Dean (FW/R&D) IIT Dharwad	Chairman
2.	Prof. K V Krishna - IITG	Member
3.	Prof. Sharad Bhartiya - IITB	Member
4.	Prof. Sudheer Siddapureddy	Member
5.	Prof. Sudhanshu Shukla	Member
6.	Sri. Sandeep Pareek, AR (F&A)	Member
7.	Sri. Dhiraj Kumar JS (C&S)	Convener
8.	Sri. V Venkatesh, OSD (C&S)	Special Invitee
9.	Sri. Jitendra Karna ,AR (Academics),	Special Invitee
10.	Sri. Anil Kumar Angadi ,AR (MMD)	Special Invitee

3. The Following bidders attended the online meeting: -

(a)	M/s Campus EAI Pvt Ltd
(b)	M/s BAeHAL Software Ltd
(c)	M/s Cognitive Platform Solutions Pvt. Ltd
(d)	M/s INI Technologies
(e)	M/s ITI Ltd
(f)	M/s. Plumsoft Solutions Pvt. Ltd.
(g)	M/s PricewaterhouseCoopers Private Limited
(h)	M/s Yash Technologies

4. The Pre-Bid meeting started after brief welcome address by Convenor. As per tender conditions, the bidders should have sent mail to seek clarifications during the Pre-Bid Conference. IIT Dharwad had received queries from following bidders: -

a) M/s Cognitive Platform Solutions Pvt. Ltd
b) M/s INI Technologies

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   c) M/s. Plumsoft Solutions Pvt. Ltd.
   d) M/s PricewaterhouseCoopers Private Limited

5. All the queries submitted by the above bidders were addressed during the Pre-Bid Conference. Also, during the Pre Bid meeting, the clarifications sought by bidders present were replied/responded by IIT Dharwad. Bidders present were also informed that IIT Dharwad will not entertain any request seeking clarifications beyond this Pre-Bid Conference and hence they were advised to seek clarification, if any during the Pre-Bid meeting itself. Bidders present were requested to make note of all clarifications given during the Pre-Bid meeting.

The clarifications sought by bidders and response given by IIT-DHARWAD are given in the **Annexure** enclosed, which will be hosted in CPP portal and in IIT Dharwad's website.

6. Chairman sought active participation from all bidders present.

7. The Pre-Bid Conference ended with thanks to the Chair.

(Approved through email)	*(Approved through email)*	*(Approved through email)*
Sri. Dhiraj Kumar	Sri. Sandeep Pareek	Prof. Sudhanshu Shukla
Convener	Member	Member
(Approved through email)	*(Approved through email)*	*(Approved through email)*
Prof. Sudheer Siddapureddy	Prof. Sharad Bhartiya - IITB	Prof. K V Krishna - IITG
Member	Member	Member
(Approved through email)	*(Approved through email)*	*(Approved through email)*
Sri. Anil Kumar Angadi	Sri. Jitendra Karna	Sri. V Venkatesh
Special Invitee	Special Invitee	Special Invitee

(Approved through email)	*(Approved through email)*
Registrar(I/c)	Prof. SRM Prasanna
	Chairman

(Approved through email)
DIRECTOR

Queries submitted by M/s. Plumsoft

SI. No.	Tender document Clause No.	Bidder's Query/ Clarification sought from IITDharwad	Status
1	7.1 Criteria for evaluation A. Pre Qualification (PQ) Criteria Point No. 5	Plumsoft has 4 Crores each of the last three financial years. Please consider 4 Crore for qualification of the tender.	Please see the modified tender document.
2	Module 8: System Administration and Integration IT Security including Single-sign on, digital rights management, user level rights	Digital rights management is not clear on these requirements. Could elaborate on the above requirements.	Digital rights mean restricting access to authorized users only. It is a policy-neutral access-control mechanism defined around roles and privileges. Role based access right management is to be provided by the service provider.
3	15. Payment of Cloud Hosting Chargers.	As entire application is Cloud, Development, Testing and Production servers will be hosted on Cloud. Does IIT Dharwad will pay the hosting charges from the start of implementation.	IIT Dharwad will pay the Cloud hosting charges <u>after successful deployment and delivery of all the modules of the CIMS</u> against the bill submitted by the service provider in original which should be in the name of IIT Dharwad. **Cloud hosting charges shall be exclusive of the tender value**.
4	16.2 AMC will start the warranty period of 90 days from the date of completion and successful implementation of all Modules	Based our experience in implementation of other IIT's, we request you to start AMC per Module wise.	Terms and conditions of the tender document shall prevail.
5	18. Schedule of Implementation	We request you to put the schedule of Implementation module wise.	Terms and conditions of the tender document shall prevail.
6	24. Contract Period	We request you to extend the implementation time to 18 months and extension of 4 months if required.	Terms and conditions of the tender document shall prevail.

7	25. Payment Scheduling	We request payment scheduling shall be module wise as per percentages set in the RFP	Terms and conditions of the tender document shall prevail.

Queries submitted by M/s. CPS

Sl. No.	Tender document Clause No.	Bidder's Query / Clarification sought from IIT DHharwad	Status
1	18.1.2 System Configuration and Implementation (Stage-II) xiii. Bidder shall be able to implement the solution directly without any other intermediary organizations. Page No. 78	Yes, The Comprehensive Institute Management System (CIMS) processes is implemented by us without any intermediary. For Finance and Accounts, we shall integrate with tally. We shall be single point of contact from IIT DH prospective for implementation of CIMS for Office processes. The iPROOF Platform based ERP has a built in Accounts and Payroll module. That can be used by IIT DH as well. But, we strongly recommend a Tally Integration based approach because of the following reasons: • We recommended Tally because from our experience, the accounts team and Audit teams in IITs are always comfortable with Tally. Hence change management from Tally to other systems would be very difficult. • In addition, we have the proven track of successful implementation of iPROOF based CIMS solution partnering with Tally for Finance and Accounts Module at IIT Madras, IIT Mandi and IIT Gandhi Nagar and Anna University. • The following are to be noted about our approach o Tally is fully, tightly and seamlessly integrated withour system o Data capture happens only in iPROOF system and it gets integrated and pushed to Tally automatically o Data for reporting shall be extracted from Tally intoiPROOF system o The adaptors for all the requirements are pre-builtand time tested in other IITs o Only accounts and Audit team members would look into Tally and the data they see would be pushed by iPROOFCMIS	The committee has recommended to accept the bidder's request. Since institute has the tally license. Bidder is required to quote only for tally integration in CIMS.

		Since data capture happens only in one system, adaptors are pre-built and the both systems are proven to work together very well, we recommend this approach since it will satisfy the expectations of Finance/Accounts and Audit teams and meet the steering committee's expectation of an integratedsystem	
2	10.2 The applications shall be based on Open Source Technology. Page No. 68	We have an CIMS solution that is designed specifically for IITs. It is based on iPROOF Platform – A Low code/BPM platform built by CPS Though iPROOF Platform is not an open source platform, it has a design studio that is equivalent to source code, it givesall the facilities that would let IIT DH configure and change the modules, change and Manage applications/workflows, screens for mobile and web and business logic independently without any constraints and withoutdependence on us. Instead of providing source code, we provide a Design Studio through which IIT DH staff can independently Change and Manage applications/workflows, screens for mobile and web and business logic independently without any constraints This platform can be deployed on Linux and Windows Operating systems, and accessed through web and compatible with all common web browsers. iPROOF shall be hosted in institute server and remote server. It has been successfully implemented in 3 IITs (IIT Madras, IIT Mandi and IIT Gandhi Nagar) and getting implemented in IIT H and NITC We have worked with 3 IITs and our solutions have been successfully deployed and has been used for over 5 years – we exactly understand how IITs function and how to design a system that would work very well for IITs **Note: Though RFPs of IITT have included the clause of open source, we have obtained a waiver for the same to participate in the evaluation and has been selected with highest marks in technical evaluation**	The committee has recommended to accept the bidder's request. Product delivered by the service provider may be an open source/custom /propriety/in-house based platform provided IIT Dharwad staff can independently change and manage applications/w orkflow, web and business logic independently without any constraints.

| 3 | 7.1 CRITERIA FOR EVALUATION

A. Pre-Qualification (PQ)Criteria

Sl. No. 5

Annual Sales Turnover generated from services related to System Integrationduring each of the last three financial years(as per the last published Balance sheets), should be at least Rs. 8.00 Crore (Rupees EightCrore). This turnover should be on accountof Software Development, Implementationand maintenance (i.e. revenueshould be on account of Software systemintegration, application development andimplementation or associated maintenance or implementation services, COTS/packaged software, maintenance etc.) | Request to lower the expected turn over limit to Rs. 5.00Crore | Please see the modified tender document |

Queries submitted by M/s. INI Technologies.

Sl. No.	Tender Document Clause No.	Bidder's Query / Clarification sought from IIT Dharwad	Status
1.	**7.1 CRITERIA FOR EVALUATION** **A. Pre - Qualification (PQ) Criteria** 4. Further bidder should have successful implementation records in at least TWO academic Institutions out of which one shall be CFTI (Centrally Funded Technical Institute) like IITs, NITs, IIMs, IISERs etc.	It is strictly mentioned that at least one should be CFTI (Centrally Funded Technical Institute). We have an excellent track record in University Accredited Colleges, Medical Accredited Colleges etc. Technical University Accredited Colleges. Even we are supporting web applications for Universities and IIM. Can exempt the criteria CFTI (Centrally Funded Technical Institute).	The Terms and conditions of the tender document shall prevail.
2.	**7.1 CRITERIA FOR EVALUATION** **A. Pre - Qualification (PQ) Criteria** 5. Annual Sales Turnover generated from services related to System Integration during each of the last three financial years (as per the last published Balance sheets), should be at least Rs. 8.00 Crore (Rupees Eight Crore). This turnover should be on account of Software Development, Implementation and maintenance (i.e.revenue should be on account of Software system integration, application development and implementation or associated maintenance or implementation services, COTS/packaged software,maintenance etc.)	You have given preference for Make in India and also another condition for Annual Sales Turnover 8.00 Crore. Can you bring it down to 50 Lakhs.	Please see the modified tender document

3.	**7.1 CRITERIA FOR EVALUATION** **A. Pre - Qualification (PQ) Criteria** 6. The bidder should have valid ISO 9000/9001 and ISO 27001 Certifications.	Requested for ISO 9001 and 27001. Can you bring down to Either ISO 9001 or ISO 27001.	Terms and conditions of the tender document shall prevail.
4.	**7.1 CRITERIA FOR EVALUATION** **A. Pre - Qualification (PQ) Criteria** 7. The Bidder should be Profitable in at least two out of three financial years (2018-19 to 2020-21). {Annexure - IV) Documents to becertified by CA}.	As you are aware 18-19 and 20-21 were COVID -19 period. Many of the companies were closed down during this period. Only some of them are survived. Even big companies resulted loss in thatperiod. Can you avoid the profit condition.	Please see the modified tender document [One FY should be profitable and one FY should be positive net worth out of three financial years (2018-19 to 2020- 21)].
5.	**7.1 CRITERIA FOR EVALUATION** **A. Pre - Qualification (PQ) Criteria** 8. The bidder should be a Class-I / Class-II {Mentioned in Annexure - V) Local Supplier meeting the requirement of minimum 20% Local Content in line with the Public Procurement (Preference to Make inIndia) Order 2017 No. P-45021/2/2017- PP (BE-II) dated 04 Jun 2020 and as amended from time totime.	Could you please clarify this Class- I / Class- II As per our understanding it is with Govt Contracting Companies. In IT , we haven't seen any Class- I /Class -II classification. If you have an inputs in these lines pleasesend us.	Terms and conditions of the tender document shall prevail.
6.	**7.1 CRITERIA FOR EVALUATION** **A. Pre - Qualification (PQ) Criteria** The Bidder must execute the Integrity Pact {Annexure XV}.	Integrity Pact {Annexure XV}. We are OK to sign up with Integrity Pact. Please do elaborate or share us theformat.	Please see the Annexure XV

Queries submitted by M/s. PWC

Sl. No.	Tender document Clause No.	PwC Query	Status
1	Pg No. 103, Annexure 14, Compliance	Integrations is not available in SoW Pg31 of Finance Module , where as it is available in Compliance Annexure 14, Please clarify	Please see the modified tender document.
2	7.1, PQ Criteria #4 The bidder should have minimum five years of experience in similar service (Integrated e- governance as per the Scope of Work) independently without any organizational or other intermediary. Further bidder should have successful implementation records in at least TWO academic Institutions out of which one shall be CFTI (Centrally Funded Technical Institute) like IITs, NITs, IIMs, IISERs etc. Further bidder should have successful implementation records in at least TWO academic Institutions out of which one shall be CFTI (Centrally Funded Technical Institute) like IITs, NITs, IIMs, IISERs etc Certified Work Orders / Agreements of award of contract with work order value along with work satisfactory report for providing Integrated e- governance solution.	1. Please allow firms to provide Workorders, Invoices submitted to client, Go-Live certificate, completion certificates and client communications as a proof of submission, since work orders which are awarded recently are still works in progress. 2. Please allow firms to provide work orders that include deployment / implementation of IT infrastructure / IT solutions in CFTI	The terms and conditions of the tender document shall prevail.
3	PQ #5 Annual Sales Turnover generated from services related to System Integration during each of the last three financial years (as per the last published Balance sheets), should be at least Rs. 8.00 Crore (Rupees Eight Crore).	Please allow firms to provide Work orders, Invoices, Go-Live certificate, submitted to client , completion certificates and client communications as a proof of submission , since work orders which are awarded recently are still works in progress.	Terms and conditions of the tender document shall prevail.

	Service providers have to submit satisfactory work completion certificate/s of indicated values.		
4	Implementation in Academic Institutions with minimum Order value of Rs.1.00 Crore billable over a period of maximum three years from the date of publication of tender document. Appropriate testimonial has to be furnished and the same shall be verified. (Integrated environment in Academic Institutions only, as a proof live application has to be shown)Only comparable implementations with at least 75% coverage IIT Dharwad's requirements will be considered.	Please allow firms to provide Work orders, Invoices submitted to client, Go-Live certificate, , completion certificates and client communications as a proof of submission, since work orders which are awarded recently are still works in progress. Please allow firms to provide Work orders billable for a period of last 8 years from the date of publication of the RFP.	Terms and conditions of the tender document shall prevail.
5	Problem Description for evaluation of Proof of Concept (POC) The Bidder shall have to establish its technical competence as well as application features through live demonstration of two problems given as under within 03 weeks from the day data is provided by the Institute to the bidder.	Please allow firms to showcase PoC in any of the modules specified in the RFP.	Terms and conditions of the tender document shall prevail.

Queries submitted by M/s. Yash Technologies

SI. No.	Tender document Clause No.	Bidder's Query/ Clarification sought from IITDharwad	Status
1	8.1 Performance Guarantee 8.1.1 The successful bidder will have to submit/deposit five percent (**05%**) of the Work Order Value towards the PBG within 15 days from the date of Letter of Intent in the form of DD/TDR/FDR/Bank Guarantee valid for contract period plus three months (90 days) at the earliest. No interest will be paid by Institute on the deposit. In addition to the above, a performance security of 5% of each running bill will be deducted and same will be released to the vendor after successful completion of the contract.	Bidder requested to waive off the condition of deducting 5% security deposit from each running bill	Terms and conditions of the tender document shall prevail.
	Last date for submission of bids.	Bidder requested to extended the last date of submission of bids.	Please see the modified tender document

1. **The minutes of meeting will be part of Tender Document.**
2. **The bidders are requested to take into account the modified Tender document for participating in this tender.**