



**Department of Information Technology**

**Engagement of Service Provider for availing Red Team Exercise Services by using automated tools and techniques**

**RFP Ref. No.UCO/DIT/3757/2021-22 Date: 21.01.2022**

**Pre-Bid Responses/ Clarifications to Queries raised by the Bidder(s), Amendments, Addendums and Corrigendum's published on 10/02/2022**

| Sl. No. | RFP Page No. | RFP Clause No.                 | Original RFP Clause  | Subject/Description   | Query Sought/Suggestions of the Bidder   | Bank's Response          |
|---------|--------------|--------------------------------|--|---|--|--------------------------|
| 1.      | 12           | Eligibility Criteria (Point 3) | Bidder should have maintained a positive net-worth in the last three financial years 2018-19, 2019-20 & 2020-21. | We are an MSME enterprise. Please confirm if it is mandatory for us to provide this information. Please clarify if we can be exempted from this clause. | Bidder should have maintained a positive net-worth in the last three financial years 2018-19, 2019-20 & 2020-21. In case of MSME, bidder's IT Returns for last 3 years can be submitted. | Clause stands as per RFP |
| 2.      | 12           | Eligibility Criteria (Point 4) | The bidder should have a minimum annual turnover of Rs 5 Crores per year   | We are a MSME enterprise having an annual turnover of INR 1.5 Crores per year in  | The bidder should have a minimum annual turnover of Rs 5 Crores per year during the last three financial years i.e. 2018-19, 2019-20 & 2020-21. This must be                             | Clause stands as per RFP |

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|    |    |   | during the last three financial years i.e. 2018-19, 2019-20 & 2020-21. This must be the individual company turnover and not of any group of companies.                                     | the last three years. Please exempt us from this condition clause  | the individual company turnover and not of any group of companies. MSME Enterprise are exempted from this clause.   |                              |
| 3. | 23 | Submission of Offer – Three Bid System        | The bids (along with softcopy preferably in non-optical drives) shall be dropped/submitted at UCO Bank's address given in Bid Control Sheet Table, on or before the date specified therein | Please clarify if soft copy to be shared in optical drives is mandatory  |   | Yes , soft copy is mandatory |
| 4. | 45 | Part - V (Point 9) Performance Bank Guarantee | The selected Bidder shall, within a period of fifteen (15) days from the date of Letter of Intent (LOI)/Purchase Order (PO) have to furnish a Performance Bank Guarantee, format           | As we are a service provider and an MSME enterprise. Please confirm if it is mandatory for us to provide PBG. Please clarify if we can be exempted from this | The selected Bidder shall, within a period of fifteen (15) days from the date of Letter of Intent (LOI)/Purchase Order (PO) have to furnish a Performance Bank Guarantee, format as per Annexure – V issued by any scheduled commercial bank (other than UCO Bank) equivalent to 3% of the project cost/Total Cost of Ownership (TCO) | Clause stands as per RFP.    |

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|    |    |   | as per Annexure – V issued by any scheduled commercial bank (other than UCO Bank) equivalent to 3% of the project cost/Total Cost of Ownership (TCO) valid for a period of 27 (Twenty Seven) months ( 24 months + a claim period of three (3) months) from the date of Letter of Intent (LOI)/Purchase Order (PO) for indemnifying any loss to the Bank. | clause.  | valid for a period of 27 (Twenty Seven) months ( 24 months + a claim period of three (3) months) from the date of Letter of Intent (LOI)/Purchase Order (PO) for indemnifying any loss to the Bank. MSME Enterprise are exempted from this clause.  |                           |
| 5. | 46 | Part - V (Point 9) Performance Bank Guarantee | In case the Service Level Agreement/Contract is extended, the selected Bidder shall have to submit the Bank Guarantee equivalent to 10% of the project cost/Total  | As we are a service provider and an MSME enterprise. Please confirm if it is mandatory for us to provide PBG. Please clarify if we can be exempted from this clause. | In case the Service Level Agreement/Contract is extended, the selected Bidder shall have to submit the Bank Guarantee equivalent to 10% of the project cost/Total Cost of Ownership (TCO) for the extended period along with a claim period of three (3) months. MSME Enterprise are exempted from this clause. | Clause stands as per RFP. |

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|    |    |                | Cost of Ownership (TCO) for the extended period along with a claim period of three (3) months.   |   |  |  |
| 6. | 84 | Annexure - XII | Certificate from Chartered Accountant (signed & stamped) showing company's financial position in last 3 years (annual turnover, profit / loss, net-worth etc.) | We are an MSME enterprise. Please confirm if it is mandatory for us to provide this information. Please clarify if we can be exempted from this clause. | Certificate from Chartered Accountant (signed & stamped) showing company's financial position in last 3 years (annual turnover, profit / loss, net-worth etc.) In case of MSME, bidder's IT Returns for last 3 years can be submitted. | Clause stands as per RFP   |
| 7. |    |                |  | Location for the activity   | Due to the ongoing pandemic situation, can we conduct all the activities remotely and there will be no On-Site appearance of any bidder's Employees. Please clarify if we can be exempted from this clause.                            | Location for the activity will be within bank's premises and the details for the same will be shared with the selected bidder. |

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| 8. | 12 | 3 (5) | Bidder should have experience in Red Team Exercise assignment completed in at least 01 Scheduled Commercial Bank having Business Mix of Rs 2 Lakhs Crores and above in last 3 years in India as on bid submission date.   | Business Mix of Rs 2 Lakhs Crores and above | Request you to elaborate the meaning of 'business mix'.  | Business mix (Deposits + Advances of scheduled commercial Bank) |
| 9. | 12 | 3 (5) | Relevant copies of Purchase Order. AND Satisfactory Performance Certificate from the Clients as per Annexure-XVIII. Kindly note that the Client's official Email IDs, containing their name, designation & Mobile no. must be incorporated on their Letter head as per Annexure-XVIII | Proof of Performance                        | Request you to kindly consider copies of purchase orders and a self-declaration from the bidder on the proof of services provided to the clients.<br><br>Majority of our private sector clients do not provide satisfactory performance certificate on their letter heads or via email due to confidentiality reasons. | Clause stands as per RFP  |

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| 10. | 31 | 2.3 (b) | The L1 bidder will be selected on the basis of the amount quoted for the proposed solution quoted by them as per commercial bid. | Evaluation Methodology | <p>For a comprehensive and quality exercise to be completed, we suggest that the Bank adopt a Techno-Commercial evaluation model so that the Bank is assured of the services of a quality consultant. We request the Bank to kindly consider a Quality and Cost Based Techno-Commercial methodology for evaluation with a 70% weightage to the Technical Score and a 30% weightage to the Commercial Score. This will ensure that the Bank selects a consultant of good quality to complete the assignment.</p> <p>The new guidelines by the Ministry of Finance for Procurement also favor the usage of Techno-Commercial evaluation in selection of consultancy services.</p> | Clause stands as per RFP |
| 11. |    |         |  | Infrastructure Setup   | <p>For the tools proposed by the bidder to perform the in-scope activities, request you to confirm whether the bank will provide the required infrastructure setup (servers, VMs, databases, etc.) and the bidder will not be responsible to procure the same.</p>  | Clause stands as per RFP |

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| 12. | 12 | 2        | 3 – Eligibility Criteria | The bidder should be an OSD or their authorized representative in India. In case OSD participates in the tender process directly, authorized representative will not be permitted to participate in the same tender process. | Please explain the requirement that the bidder should be OSD (Original Solution Developer). The scope of work involves red team assessment and not any solution/ tool procurement | Clause stands deleted |
| 13. | 70 | Annexure | Annexure III             | Letter to be submitted by the OSD on firm's official letter head   | Please explain the requirement of this annexure as the scope of work involves red team assessment and not any solution/ tool procurement  | Clause stands deleted |
| 14. | 50 | 19       | Acceptance Testing       | The Bank will carry out the acceptance tests as per Scope of work Part – IV supplied & implemented by the selected bidder as a part of the Project   | Since the project involves red team services, is acceptance testing applicable?   | Clause stands deleted |



**UCO BANK**

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**Amendments, Addendums and Corrigendum's published on 10.02.2022**

| Sl.No. | RFP Clause No.                               | Existing Clause   | Modified Clause   |
|--------|--|---|---|
| 1.     | Annexure-III                                 | Original Solution Developer (OSD)   | Annexure-III Original Solution Developer (OSD) stands deleted |
| 2.     | Eligibility Criteria point no. 2             | The bidder should be an OSD or their authorized representative in India. In case OSD participates in the tender process directly, authorized representative will not be permitted to participate in the same tender process   | Clause stands deleted   |
| 3.     | 19.Acceptance testing<br>Under scope of work | The Bank will carry out the acceptance tests as per Scope of work Part – IV supplied & implemented by the selected bidder as a part of the Project. The Vendor shall assist the Bank in all acceptance tests to be carried out by the Bank. The provisioned items will be deemed accepted only on successful acceptance of those products and the | Clause stands deleted   |



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|  |  | <p>vendor would need to provision insurance of those items till successful acceptance. The Bank at its discretion may modify, add or amend the acceptance tests which then will have to be included by the vendor. The Vendor shall arrange for the tests at the relevant sites in the presence of the officials of the Bank. The Vendor should ensure that the tests will involve trouble-free operation of the complete system apart from physical verification and testing and that there shall not be any additional charges payable by the Bank for carrying out this acceptance test.</p> |  |
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**Note:** All other terms and conditions of the above RFP & subsequent pre-bid responses/addendum/corrigendum will remain unchanged and will be part & parcel of this tender.