

Minutes of the Meeting (Pre – Bid RAROC RFP) held at Baroda Corporate Centre, Bank of Baroda, Mumbai through “Teams App” on Saturday, 15th April 2023 at 10.00 am.

Members present:

Shri Ian Desouza	Chief Financial Officer
Shri Subrat Swain	Deputy General Manager
Shri Pankaj Khatri	Deputy General Manager
Shri Vishal Bisaria	Deputy General Manager
Various bidders	

Shri Ian Desouza welcomed all the participants.

Shri Vishal Bisaria in his opening statement requested all the participants to restrict their clarifications / queries on RFP only not include any commercials.

Shri Vishal Bisaria provided brief insights on RAROC which are summed as under:

- ✓ Customer level RAROC computation including capital efficiency.
- ✓ RAROC computation for corporate & MSME clients (having balances more than 5 crore)
- ✓ Retail, Agri and MSME (clients having balances less than 5 crore) it shall be at a product level

Pertaining to aforesaid scope of work, Shri Ian Desouza clarified that entire computation shall be done at customer ID level. However, for reporting purposes customer level for Retail, Agriculture and MSME (clients having balances less than 5 crore) will not be pondered upon. However, there should be possibility to create reports at Customer level for future use (if required).

Shri Vishal Bisaria further mentioned that such reports would be at Zonal, Regional as well as branch level.

Shri Vishal Bisaria then further deliberated on scope of work for RAROC automation. It was iterated that Bank’s IT team is in the process of automating RAROC. However the appointed consultant has to not only validate the approach used by the Bank but interact with various stakeholders and ensure integration with OFSAA is in order. In addition, certain testing to be undertaken so as to verify the output.

Shri Ian Desouza emphasized about benchmarking outcomes of the methodology in terms of the RAROC that are observed in industry standards. The consultant needs to highlight product areas where bank is lagging behind. Further benchmarking exercise needs to be done not only in terms of RAROC calculation but also towards RAROC outcome.

Going forward a presentation would be made to the management on the validation of processes of RAROC automation and whether the same is in line with the industry best practices. In case of any material changes needs to be incorporated, the consultant needs to prepare and submit a detailed BRD.

Shri Vishal Bisaria highlighted that the RAROC automation would be completed along with internal reviews before onboarding of the consultant. Upon onboarding, the consultant can commence its validation exercise. With the structure in place, bank expects validation along with value addition from the consultant and hence the timeline of 45 days appears reasonable.

Shri Nitin Gupta enquired about proposed changes in the existing methodology, that whether Bank’s IT team would make those changes and provide them with revised output for validation. Whether the same would form part of scope and whether the IT team could deliver within time frame of 45 days.



To which Shri Vishal Bisaria replied, that the same is included in the scope and that the bank IT team which could give the output within the given time frame.

Shri Vishal Bisaria confirmed that the bank has gone through all the suggestions offered by all the consultants and have decided that all the existing terms of RFP would remain unchanged.

Shri Ian Desouza emphasized to avoid inserting any scope exclusions which may lead to disqualification of the participant. There have been such disqualification cases in past.

One of the clarification sought was that whether the review of RAROC would be eligible for evaluation purposes to which it was clarified that the eligibility shall depend upon submission of the complete case story.

Secondly, any changes are to be implemented at customer, product and segment level to which it was clarified that the understanding was correct and the same needs to be applied at a customer level, which will roll up to product & segment level

Shri Vishal Bisaria concluded his presentation and informed that the floor was open for questions / clarifications.

Shri Tarun Saraf enquired whether the terms of reference mentioned in the timeline of the project can be extended up to three months, as against delivery deadlines of 45 days. If yes, such scenarios be elaborated.

To which Shri Vishal Bisaria responded that RFP has a very limited scope and deadline of 45 days is sufficient. However, in case of practical challenges, upon mutual discussion, the timelines can be extended. It was iterated that go-live within 45 days would be appreciable.

With no further clarification / queries, Shri Vishal Bisaria informed the participants to contact Shri Hemang Rushi and Shri Ankit Lodha for any queries. Also requested the participants to ensure confidentiality post bidding.

The meeting ended with a vote of thanks to the chair.