

Request for Proposal (RFP) for engagement of Management Consultant for Revamping of Organization & Processes of RRBs Sponsored by Bank of Baroda

RRB&RSETI:RRB:RFP:114:127 dated April 11, 2022

Bidder Name: PwC Private Ltd.

S No	Bidder	RFP Para No. & Page No.	RFP Content Requiring Clarification (s)	Point (s) for Clarification (s)	Bank's Response
1	PWC	page 2	Place of submission	Request to allow submission of documents at the Mumbai/Delhi office	RFP terms to be followed. Bid Documents to reach the address provided in RFP documents for submission only.
2	PWC	2.5 page 14	The maximum period of the assignment will be 12 months.	We understand that the commercial will be quoted for 6 months. Please confirm	Yes. Commercial to be quoted for 6 months only.
3	PWC	5.II (Technical evaluation)	Experience in providing management consulting services (as defined in the eligibility criteria – SI No 3) to public sector banks / Private Sector Banks, RRBs on one or more of the following areas <input type="checkbox"/> Strategy, performance improvement, transformation in rural banking <input type="checkbox"/> Strategic direction/ evaluating strategic choices/developing market landscape/ scenarios <input type="checkbox"/> Organization structure/ organization design/ HR processes/ ways of working <input type="checkbox"/> Revamping operating model/ processes/ deployment of technology	Request to expand the scope to include global creds and wider BFSI creds (Public sector banks, DFI, Insurance, AMCs) in India	The queries has been already discussed in brief during pre-bid meeting dated 18/04/2022
4	PWC	5.II (Technical evaluation)	Experience in providing management consulting services (as defined in the eligibility criteria – SI No 3) with private sector banks or NBFCs on their retail/rural banking operations on one or more of the following topics <input type="checkbox"/> Strategy, performance improvement, transformation in rural banking/lending <input type="checkbox"/> New entity setup/ Strategic direction / evaluating strategic choices / developing market landscape / scenarios <input type="checkbox"/> Organization structure or organization design or HR processes or ways of working <input type="checkbox"/> Operating model or processes or technology <input type="checkbox"/> Other areas such as risk management	Request to expand the scope to include global creds and wider BFSI creds (Public sector banks, DFI, Insurance, AMCs) in India	The queries has been already discussed in brief during pre-bid meeting dated 18/04/2022
5	PWC	5.II (Technical evaluation)	Understanding of housing financing sector	One of the key areas mentioned in the "presentation and discussion" section for evaluation is our understanding of "housing finance" sector. While we have done enough work in housing finance space, we wanted to check if there is a specific reason why housing finance has been called out	RFP terms to be followed.
6	PWC	Annexure 3	The bidding company should not have been censured / black listed / banned /barred / disqualified / prohibited by any central ministry or state government or their ministries / departments, or any regulator or any court of law including NCLT / NCLAT or any quasi-judicial authority or any other statutory authority.	We would request to modify this clause to make it "as on date". Therefore the revised clause should read, "The bidding company should not have been censured / black listed / banned /barred / disqualified / prohibited by any central ministry or state government or their ministries / departments, or any regulator or any court of law including NCLT / NCLAT or any quasi-judicial authority or any other statutory authority as on date."	RFP terms to be followed
7	PWC	page 27	A "Combined Score" will be arrived at, taking into account both marks scored through technical bid evaluation and the commercial quotes with a weightage of 80% for technical and 20% for commercials as detailed below.	Request to change the techno-commercial criteria to 70:30 rather than 80:20	Committee has Considered bidder request for the same
8	PWC	page 16	Last date of submission	We request to extend the date of submission by two weeks to 14th May, 2022	Extension of 1 week considered for submission of bid (i.e 06/05/2022)