

SNo	RFP Reference	Existing Terms		Revised Terms	
		Criteria Details	Supporting Documents	Criteria Details	Supporting Documents
1	Page No.49 Annexure – 2 Eligibility Criteria Sr. No.2	Bidder should have an experience of at least 5 assignments in the nature of transformation of Public Sector Banks and with a minimum duration of 12 months for each assignment	A Self-Declaration to be furnished by the Bidder on the Company's letter head for the same. The declaration should contain name and contact details of senior client references.	Bidder should have an experience of at least 3 assignments in the nature of digital transformation of Banks, NBFCs in India with a minimum duration of 3 months for each assignment where work order have been awarded during last 5 years.	A Self-Declaration to be furnished by the Bidder on the Company's letter head supported by documentary Proof of order / contract copy / service completion certificate/ reference letters
2	Page No.49 Annexure – 2 Eligibility Criteria Sr. No.3	Bidder should have an experience of at least 3 assignments of end-to-end digitization of processes across banks, NBFCs in India and with a minimum duration of 12 months for each assignment	A Self-Declaration to be furnished by the Bidder on the Company's letter head for the same. The declaration should contain name and contact details of senior client references.	Bidder should have an experience of at least 1 assignment of end-to-end digitization of lending processes across banks, NBFCs in India with a minimum duration of 3 months for the assignment where work order have been awarded during last 5 years.	A Self-Declaration to be furnished by the Bidder on the Company's letter head supported by documentary Proof of order / contract copy / service completion certificate/ reference letters

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3	Page No.49 Annexure – 2 Eligibility Criteria Sr. No.4	<table border="1"> <thead> <tr> <th>Criteria Details</th> <th>Supporting Documents</th> </tr> </thead> <tbody> <tr> <td>Bidder should have an international experience of at least 2 assignments of end-to-end digitization of processes with a minimum duration of 12 months for each international assignment. Bank should have a balance sheet of above USD 100 Billion in 2019 calendar year or 2018-19 Financial year.</td> <td>A Self-Declaration to be furnished by the Bidder on the Company's letter head for the same. The declaration should contain name and contact details of senior client references. The declaration should contain name and contact details of senior client references.</td> </tr> </tbody> </table>	Criteria Details	Supporting Documents	Bidder should have an international experience of at least 2 assignments of end-to-end digitization of processes with a minimum duration of 12 months for each international assignment. Bank should have a balance sheet of above USD 100 Billion in 2019 calendar year or 2018-19 Financial year.	A Self-Declaration to be furnished by the Bidder on the Company's letter head for the same. The declaration should contain name and contact details of senior client references. The declaration should contain name and contact details of senior client references.	<table border="1"> <thead> <tr> <th>Criteria Details</th> <th>Supporting Documents</th> </tr> </thead> <tbody> <tr> <td>Bidder should have an international experience of at least 2 assignments of end-to-end digitization of processes with a minimum duration of 3 months for each assignment where work order have been awarded during last 5 years.</td> <td>A Self-Declaration to be furnished by the Bidder on the Company's letter head supported by documentary Proof of order / contract copy / service completion certificate/ reference letters</td> </tr> </tbody> </table>	Criteria Details	Supporting Documents	Bidder should have an international experience of at least 2 assignments of end-to-end digitization of processes with a minimum duration of 3 months for each assignment where work order have been awarded during last 5 years.	A Self-Declaration to be furnished by the Bidder on the Company's letter head supported by documentary Proof of order / contract copy / service completion certificate/ reference letters
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5	Page No. 25 Point no. 4.2.1 Technical Bid Evaluation Criteria	Sl. No	Particulars	Maximum Marks	Sl. No	Particulars	Maximum Marks
		1	<ul style="list-style-type: none"> Experience and Credentials in end-to-end lending process digitization in India Experience and Credentials in end-to-end lending process digitization globally Client reference visit / feedback 	<ul style="list-style-type: none"> 10% 5% 10% 	1	Experience in design and implementation in Digital Lending Journey <ul style="list-style-type: none"> Experience and Credentials in end-to-end lending process digitization in India Experience and Credentials in end-to-end lending process digitization globally Client reference visit/ feedback call 	<ul style="list-style-type: none"> 10% 10% 10%
		2	Experience with Public Sector Banks in India <ul style="list-style-type: none"> • Experience in large scale transformation with Public Sector Banks in India over the last 5 years 	10%	2	Experience with Banks, NBFCs in India <ul style="list-style-type: none"> • Experience in large scale digital transformation with Banks, NBFCs in India over the last 5 years 	10%
		3	Proposed Approach and Methodology <ul style="list-style-type: none"> • Tools and techniques, standard operating procedures and best practices to be adopted in lending digitization • Understanding of the scope of the assignment demonstrated in the response to the RFP • Proposed approach and 	25%	3	Proposed Approach and Methodology <ul style="list-style-type: none"> • Tools and techniques, standard operating procedures and best practices to be adopted in lending digitization • Understanding of the scope of the assignment demonstrated in the response to the RFP • Proposed approach and 	20%

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				<p>methodology for the entire scope of work</p> <ul style="list-style-type: none"> Practicality of solutions 		<p>methodology for the entire scope of work</p> <ul style="list-style-type: none"> Practicality of solutions One example of digital lending journey including proposed tech architecture/ stack. 			
		4		<p>Proposed Team Profile and deployment (based on the CV of the Team Leaders, Subject Matter Experts for different facets, resource personnel etc.)</p> <ul style="list-style-type: none"> Experience and profile of Subject Matter Experts assigned Experience and profile of the key personnel assigned which includes Team Leader, Module Leader(s), team members, etc. Team deployment plan by module/ sub-module Capability 	25%	4		<p>Proposed Team Profile and deployment (based on the CV of the Team Leaders, Subject Matter Experts for different facets, resource personnel etc.)</p> <ul style="list-style-type: none"> Experience and profile of Subject Matter Experts assigned Experience and profile of the key personnel assigned which includes Team Leader, Module Leader(s), team members, etc. Team deployment plan by module/ sub-module Capability <p><u>Note:</u> Please highlight relevant experience of the proposed key members.</p>	25%
		6		<p>Plan for transfer of capabilities and knowledge and change management</p> <ul style="list-style-type: none"> Plan of building capabilities Training and hand-holding of key Bank teams 	15%	6		<p>Plan for transfer of capabilities and knowledge and change management</p> <ul style="list-style-type: none"> Plan of building capabilities Training and hand-holding of key Bank teams 	15%

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		• Sustainability plan		• Sustainability plan																	
		Total	100%	Total	100%																
6	Page No. 2 [A] Important Dates	<table border="1"> <thead> <tr> <th>Particulars</th> <th>Timeline</th> </tr> </thead> <tbody> <tr> <td>Last Date of Submission/Closing Date</td> <td>3:00 PM on 8th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.</td> </tr> <tr> <td>Eligibility cum Technical Bid Opening Date</td> <td>4:00 PM on 8th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.</td> </tr> <tr> <td>Date, time and venue of presentation by the eligible bidders</td> <td>11:00 AM on 10th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.</td> </tr> </tbody> </table>	Particulars	Timeline	Last Date of Submission/Closing Date	3:00 PM on 8 th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6 th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.	Eligibility cum Technical Bid Opening Date	4:00 PM on 8 th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6 th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.	Date, time and venue of presentation by the eligible bidders	11:00 AM on 10 th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6 th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.		<table border="1"> <thead> <tr> <th>Particulars</th> <th>Timeline</th> </tr> </thead> <tbody> <tr> <td>Last Date of Submission/Closing Date</td> <td>3:00 PM on 11th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.</td> </tr> <tr> <td>Eligibility cum Technical Bid Opening Date</td> <td>4:00 PM on 11th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.</td> </tr> <tr> <td>Date, time and venue of presentation by the eligible bidders</td> <td>11:00 AM on 15th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051. Depending upon the COVID-19 related travel restrictions, provision would be made for presentation through Video Conference for eligible bidders, if required.</td> </tr> </tbody> </table>	Particulars	Timeline	Last Date of Submission/Closing Date	3:00 PM on 11 th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6 th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.	Eligibility cum Technical Bid Opening Date	4:00 PM on 11 th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6 th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051.	Date, time and venue of presentation by the eligible bidders	11:00 AM on 15 th June, 2020 at Bank of Baroda, Baroda Sun Tower, 6 th Floor, Bandra Kurla Complex, Bandra East, Mumbai 400 051. Depending upon the COVID-19 related travel restrictions, provision would be made for presentation through Video Conference for eligible bidders, if required.	
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7	Page No. 15 Point No. 2.13 Commercial Bid	The Commercial Offer should give all relevant price information on the basis of per transaction	The Commercial Offer should give all relevant price information on the basis of Total Contract Value.
8	Page No. 31 Performance Guarantee Point No. A	The guarantee should be of that of a nationalized Bank only, other than Bank of Baroda.	The guarantee should be of that of a Scheduled Commercial Bank only, other than Bank of Baroda.
9	Page No. 61 Annexure 11 Performance Guarantee	The Bidder is required to furnish a Performance Bank Guarantee issued by a Public Sector Bank	The Bidder is required to furnish a Performance Bank Guarantee issued by a Scheduled Commercial Bank
10	Page No. 72 Annexure 15	<p><u>METHODOLOGY AND DETAILED PROJECT PLAN</u></p> <ol style="list-style-type: none"> Bidder should cover details of the proposed methodology for providing services relating to Design of roadmap for PMI support of the merging Banks as per below format: Bidder may give suggestions on improvement of the scope of work given in the RFP and may mention the details of any add on services related to services over and above what is laid down in the RFP document. Bidder is expected to provide details of the organization structure proposed for the execution of this contract. This should cover the composition of the complete team including Lead Bidder and Consortium members including their escalation matrix. A Detailed Project Plan covering break-up of each phase into the key activities, along with the start and end dates must be provided as per format given below. The bidder should also provide details of the tools to 	<p><u>METHODOLOGY AND DETAILED PROJECT PLAN</u></p> <ul style="list-style-type: none"> The bidder should submit the Approach, Methodology and work plan in one integrated document. The submission should highlight bidder's analysis of the current issues including detailing key questions before Bank of Baroda and likely solutions to address these. It should highlight the proposed approach and methodology for delivery of the assignment proposed given the understanding of the Bank. The work plan should also cover ideas and ideas for institutionalization of change with clearly defined timelines, milestones and deliverables. Team structure and staffing pattern should be highlighted clearly in the light of Bank's stipulation for deploying an experienced team with the requisite skill sets to deliver the scope of the assignment. <p>The project scope and timelines are as defined in the</p>

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11	Page No. 17 Point No. 3.2.2	<ul style="list-style-type: none"> Form, execute and ensure adherence of SLAs with vendors and partners thereby developing the appropriate ecosystem 	<ul style="list-style-type: none"> Form and ensure adherence of SLAs with vendors and partners thereby developing the appropriate ecosystem 																												

All other terms and conditions of RFP remain unchanged.