

## SOFTWARE TECHNOLOGY PARKS OF INDIA (STPI)

Date - 17.10.2016

Please refer RFP Reference No: STPI/HQ/PDC/09/2016-17/035/3 published on 03.10.2016 for India BPO Promotion Scheme (IBPS). The clarifications/responses for the queries received for pre-bid meeting held on 17.10.2016 are mentioned below at Table-A.

**Table – A**

S. No.	Query from Bidder	Response
	We want to apply in Uttarakhand, and would like to know for taking the necessary DoT permission, whether we need to apply the same at Dehradun or Delhi.	<p>Please refer to DoT guidelines at "<a href="http://www.dot.gov.in/relatedlinks/registration-under-other-service-providers-osp-category">http://www.dot.gov.in/relatedlinks/registration-under-other-service-providers-osp-category</a>" before applying for necessary DoT permission.</p> <p>If applicable, during bid submission bidder may provide an undertaking to submit DoT registration detail to STPI before commencement of operation of the BPO setup.</p>
2	<p>1. Our company Average Turnover more than 20 Crore. So Please Clear the issue, Can we submit for 100 seat or not?</p> <p>2. Our Company Presently working in Jaipur City Area, Can we start our project in another city of Jaipur District?</p> <p>3. What will be happened (Bank Guarantee and EMD) if our company not fulfill or successfully not complete for applied seats?</p> <p>4. What is the duration for fulfill allotted seats?</p>	<p>1. Minimum Average Annual Turnover of last 3 FYs for 100 seats is Rs. 2Cr. Accordingly, you can submit your bid. Please refer to section 3 (iii) of RFP for more details.</p> <p>2. No. You may start new BPO/ITES operation outside Jaipur District.</p> <p>3. Please refer clause 8.(i), 9.15 and any other relevant section of RFP in this regard.</p> <p>4. Please refer to section 8. TERMS &amp; CONDITIONS for complete details on duration in which the successful bidder needs to fulfill the allotted details.</p>
3	<p>1. Can we submit financials of our existing firm to meet the eligibility criterion of 1cr turnover.</p> <p>2. Will Government also support in business development or bringing clients or giving business for such start up.</p>	<p>1. You can submit financials of your existing company to meet the eligibility criteria. For complete details, please refer to section 3. ELIGIBILITY CRITERIA of the RFP.</p> <p>2. Only capital support for new BPO/ITES setup may be claimed under IBPS.</p>
4	There was one point that the company should have the min. avg. annual turnover for last 3 year of 2 crores. Does it mean that in total turnover should be of Rs 6 crore for last 3 years? We have the turnover of 1 crore in 2013-14, 1.5 crore in 2014-15 and 3 crore in 2015-16. Are we eligible to apply for this bid?	The bidder should have achieved a minimum average annual turnover during last 3 financial years, as per total number of seats applied under IBPS. Please refer to section 3 (iii) of RFP for details on the turnover requirement as per the no. of seats applied. As per data provided by you, average annual turnover of your company for last 3 FYs would be calculated as: $(1+1.5+3)/3 = \text{Rs } 1.83 \text{ Crore}$ .

5	<p>We have required Annual Average Turnover Criteria of Rs. 2 crore in Last 3 Years for setting up 100 seats at Bhilwara/Udaipur Location in Rajasthan. But We are registered under Rajasthan Societies Registration Act, 1958.</p> <p>1. Hence we are seeking clarity for the same that whether we can participate in individual capacity as an Society.</p> <p>Or</p> <p>2. Can we Convert our Society into Section 8 Company under Companies Registration Act, 2013. So that we can registered as an company in Companies Registration Act, 2013</p> <p>3. If we make consortium with some pvt. ltd. company, then our turnover can be accepted or not as if other pvt. ltd. company doesn't fulfill the required criteria.</p>	<p>1. Your society may form a consortium with an eligible Indian company to participate in IBPS bidding. Refer clause 3 of RFP for detail.</p> <p>2. Refer clause 3 of RFP for eligibility criteria.</p> <p>3. In case of a consortium, all eligibility criteria as defined in section 3 of the RFP, including financial criteria has to be met by an eligible Indian company.</p>
6	<p>1. Another company which is fulfilling the financial criteria having business only in BPO or any other field like manufacturing or Service is also allowed..?</p> <p>2. Bid submission will be on the name of which company out of the two..? 3. Can we select company from other District in Maharashtra for consortium ??4. It essential to both the parties to be available at Pre-Bid Meeting..?</p>	<p>1. Yes, you can form a consortium with any eligible Indian company that meets the eligibility criteria as per section 3 of the RFP.</p> <p>2. Bid submission should be in the name of the eligible Indian company.3. Yes4. No</p>
7	<p>Clause No. 3 (iii) If any proprietorship fulfils all eligibility criteria except clause 3(i) registered under companies act. Can I form a consortium with a company which is not 3 years old and also average annual turnover less than Rs. 2 Cr.</p>	<p>In case of a consortium, all eligibility criteria as defined in section 3 of the RFP, including financial criteria has to be met by an eligible Indian company.</p>
8	<p>1. What are the Terms and Conditions of Financial Assistance provided by the Government ?</p> <p>2. What is the Rate of Interest on disbursed amount charged by the Government ?</p>	<p>1. Please refer to section 8 of RFP for complete details on Terms &amp; Conditions.</p> <p>2. There is no interest on disbursed amount charged by the Government for this scheme.</p> <p>3. Under this scheme Viability Gap Funding is being provided to successful bidders for</p>

3. What is the Repayment Policy and time duration of repayment ?

4. Can we setup a centre at Sahibabad (Ghaziabad), near Delhi ?

setting up of BPO/ITES operations. Please refer to section 8 of RFP for complete details on Terms & Conditions.

4. NCR as per definition of NCR Planning Board is excluded from IBPS.