

## SOFTWARE TECHNOLOGY PARKS OF INDIA (STPI)

Date - 22.02.2017

Please refer RFP Reference No: STPI/HQ/PDC/09/2016-17/035/4 published on 12.02.2017 for India BPO Promotion Scheme (IBPS). The clarifications/responses for the queries received for pre-bid meeting held on 22.02.2017 are mentioned below at Table-A.

Table-A

S. No.	Query	Response
1	1- How many minimum seat one can take? 2-Which process Government will assign for Call center/BPO? 3- Does government give process or we should have to manage own? 4-Government will help me to just open a Call Center/BPO or in process also? 5- What are the eligibility criteria to get the call center/BPO?	1 – 50 Seats in Hilly Area and 100 Seats otherwise. 2 – Government is only providing financial support in the form of Viability Gap Funding to eligible companies for setting up BPO/ITES Units under IBPS. There is no provision of work assignment in the current scheme. 3 – Refer SI no 2 above. 4 – Refer SI no 2 above. 5 – Please refer Section 3 "ELIGIBILITY CRITERIA" in RFP.

2	<p>Question 1. Are we Eligible as a society to apply for 100 seats? Since we are an Educational Institute hence Registered under M.P. society ACT 1973 AND NOT REGISTERED UNDER SOCIETY ACT 1860, although both are same for this Purpose.</p> <p>Question 2. OR Can we form a Consortium with a Company registered under 1956/2013 company act-- but having an average turnover for last 3 years ONLY--Rs.50 Lakhs..</p> <p>(Although combined turnover will be more than 20 crore-----company will be having 26% shareholding in the Society for next 3 years ) Are We Jointly as a consortium Eligible to apply?</p> <p>Question 3 What is the minimum turnover needed for a company to form a Consortium with a society? Like us, with Rs. 20 crore and Regd. under M.P. Society Act 1973.</p>	<p>Answer 1 Registered societies may form consortium with an eligible Indian company to participate in IBPS. Refer RFP for detail.</p> <p>Answer 2 Yes, a registered society may form a consortium with a company and can fulfil the criteria together. Combined turnover of the consortium partners will be considered in this case. However, registered company under Companies Act 1956/2013 will be the prime bidder fulfilling all other terms &amp; conditions. Please refer Section 3 "ELIGIBILITY CRITERIA" in RFP.</p> <p>Answer 3 There is no such condition defined in the RFP. Please refer Section 3 "ELIGIBILITY CRITERIA" in RFP.</p>
3	How to participate in a bid.	Bidders can participate in the bid online via portal - <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a> . For more details, please refer to the RFP.

4	<p>We have query related to clause which is mentioned in RFP document (pg 10) to fulfill the financial criteria as below:  In our case, Proprietary firm (Phonon.in) which is profitable and has average annual turnover for last 3 financial year that qualifies at various levels. Whereas Phonon Communications Pvt. Ltd. do not carry minimum average annual turnover for last 3 financial year. So our query is "Can we (Phonon Communication Pvt. Ltd.) form a Consortium with Phonon.in which is fulfilling the financial eligibility criteria"</p> <p>Kindly suggest on our eligibility and way to bid if there is any possibility for the same.</p>	<p>Yes, Proprietary firm can form a consortium with Indian company to fulfil the turnover criteria together. Please refer Section 3 "ELIGIBILITY CRITERIA" in RFP.</p>
5	<p>We Shriram Printing Press Pvt. Ltd (MH) is new company registered under Companies Act 2013. Also I have a proprietary concern name Shriram Printing Press, Nandurbar (MH) One of my query is whether takeover, amalgamation or merger of proprietary to company will be accepted or not i.e. the previous turnover of proprietor of firm would be accepted for company. Because the proprietor of firm &amp; the main promoter of company is the same person.</p>	<p>Proprietary firm can form a consortium with eligible Indian company to participate in IBPS bidding. There is also provision for considering combined turnover of consortium partners. Please refer Section 3 "ELIGIBILITY CRITERIA" in RFP.</p>

6	<p>We Exdion Solutions Pvt Ltd., are registered with STPI vide regn # STPI-B/NON-STP/2016/0361 DT 05 Dec 2016. We would like to set up unit under IBPS .</p> <p>Background about company.</p> <p>1) The new company was registered with ROC vice CIN: U74999KA2016PTC095393 dt 29 Jul 2016</p> <p>2) Exdion Solutions revenue from Oct 2016 to Dec 2016 is Rs. 4.29 Crores. (Meeting eligibility to bid for 500 seats)</p> <p>3) Exdion Solutions Net worth is Positive at Rs. 4.95 Crores</p> <p>Clarification is required on two points :-</p> <p>1) We have met turnover criteria, we will not be able to submit 3 years financials. Can we submit audited balance sheet as on 31.12.2016</p> <p>2) Are we eligible for bidding under IBPS Scheme. ?</p>	<p>1) No, minimum last one completed audited financial year's turnover is required.</p> <p>2) No, but company may form a consortium with an eligible Indian company to participate in IBPS bidding.</p>
7	<p>In the Tender (TENDER ID - 2017_DIT_174924_1)1) My Company is New company and registered in Feb 2017. Also I can't do a Consortium with any other Indian Company. So Can I get the Tender if I apply with this eligibility? 2) Also I want to know about minimum seats. My Place in Kakinada, Andhra Pradesh.3) Actually I can Take 50 Seats. But If its Compulsory to take 100 Seats I can Take, not a problem.4) So Please clarify me about the Companies Record I don't have any Turnover as my company is new. Respected Sir/Madam. I am Abhiram from Kakinada, Andhra Pradesh.5) Can I bid for 20 Seats in BPO Promotion Scheme. IF it is for 20 Seats What is the Bid Value?</p>	<p>1) Yes, the new company may form a consortium with an eligible Indian company to participate in IBPS bidding. Please refer Section 3 "ELIGIBILITY CRITERIA" in RFP..2) Minimum seats in Andhra Pradesh is 100.3) Minimum seats in Non Hilly region is 1004) Refer SI no 1 above5) Minimum seats in Non Hilly region is 100 and Hilly region is 50</p>

8	<p>Hi, I am interested in the Indian BPO promotion scheme and I wanted to know that whether there is a way of knowing the operating cost of the BPO or do you have any prototype model through which we can guess the minimum operating cost. And I also wanted to know which type of skill set would be required. If you can share me any contact number through whom I can clear my queries would be appreciable.</p>	<p>Operating cost and and skill requirement are to estimated by the bidders.</p>
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