

SOFTWARE TECHNOLOGY PARKS OF INDIA (STPI)

Date - 12.07.2018

Please refer RFP Reference No: STPI/HQ/PDC/09/2018-19/035/6 dated 25.06.2018 for India BPO Promotion Scheme (IBPS). The clarifications/responses for the queries received for pre-bid meeting held on 12.07.2018 are mentioned below at Table-A.

Table - A		
S. No.	Query	Response
1	I am interested in setting up a BPO and have land and building available for the same already between 10,000 to 20,000 square feet in Manesar next to Gurgaon. How we can collaborate to set up the same?	Please refer RFP para 3 "ELIGIBILITY CRITERIA" for the eligibility of the bidding entity. Further refer "Appendix-J" of RFP for the excluded regions from IBPS.
2	<p>While going through the RFP details, we encountered with the following doubts under "Eligibility Criterion" : Point 3.iii A. The bidder should have achieved a minimum average annual turnover during last 3 financial years, as per total number of seats applied under IBPS, i.e. 2 Cr for 100 seats in non-hilly region B. In case bidder is not meeting the average turnover for last 3 years, turnover of last one completed audited financial year will be considered for eligibility to participate in respective seat category, subject to furnishing 100% Bank Guarantee against the disbursement of financial support.</p> <p>Our query is-</p> <p>1. In case we form a consortium with another partner (may not be a private Limited Company) where the combined average turnover over 3 years is at least 2 Cr., can our company be the lead bidder if the consortium agreement specifies so? 2. Point 3.iii.B above speaks on considering last 1 year audited report where turnover is 2 Cr.. Our query is, if we form a consortium with a partner for 1 year audited report >= 2Cr. PLUS 100% bank guarantee on the disbursed amount, is it admissible? In this case can we be the lead bidder if the agreement specifies so? 3. Also, let us know whether STPI has any specific format on "Consortium agreement", "SPV" and "MSA".</p>	<p>1. Yes, subject to the lead bidder fulfilling all other terms and conditions. Please refer RFP para 3. (iii) for details.</p> <p>2. The eligible entity fulfilling the financial turnover criteria will be considered as lead bidder.</p> <p>3. Please refer Appendix-M of RFP for Master Service Agreement (MSA) format. Please refer RFP for consortium and SPV formation requirements</p>
3	<p>1. Bidders who has established the operations / setup in last 1 Year can avail the facility?</p> <p>2. Bidders who has established the operations / setup and has not taken the IBPS facility earlier for same setup should be allowed / consider eligible for participation</p>	No. However there is provision to enable eligible entities, which are making investment during the period in which IBPS bidding is closed, to bid in the immediate next round of bidding. Please refer RFP 3.(v) and (vi) for detail.
4	I am a VLE of CSC under Govt of India, Am I eligible to participate in the bid?	An entrepreneur may form a consortium with eligible entity to participate under IBPS. Please refer RFP para 3 "ELIGIBILITY CRITERIA" for detail.

S. No.	Query	Response
5	At present only Companies register under companies act 1956 are allowed to participate in the above mentioned scheme or small firm , societies , proprietary firm can participate in the said scheme while making consortium with some Indian Companies who are not able to meet the financial turnover criteria . But it should not be binding to have consortium for registered firm , societies, proprietary firms to form a consortium who can meet the Financial criteria for IBPO Scheme. They should be allowed to participate as their own . Please get it relaxed for .registered firm , societies, proprietary firms so that they may participate in IBPO Scheme by STPI.	The bidder must be registered in India under The Companies Act, 1956/2013 or The Limited Liability Partnership Act, 2008. An Entrepreneur or a Society or Proprietary firm may form consortium with an eligible entity to participate under IBPS. Please refer RFP para 3 "ELIGIBILITY CRITERIA" for detail.
6	<p>We assume that IBPS wants to encourage the BPO/ITES operations in the country.</p> <p>1. How would you decide the target? Is your given target Rs. 1 Lakh/seat in clause no. 2.1.2. is fixed or it is variable?</p> <p>2. If successful bidder already has BPO in running condition, will you consider the same under this tender? Please explain.</p> <p>3. [Clause 10.5 Marketing of BPO Services] You mean to say successful Bidder itself is responsible to generate the business to run BPO. STPI is only responsible to pay to the bidder as per quoted amount in Appendix-F. Please confirm.</p>	<p>1. The employment target for an eligible bidding company under IBPS is 1.5 times the number of seats allocated. The maximum financial support admissible under IBPS is Rs 1 Lakh per seat.</p> <p>2. No. Please refer RFP para 3.(v) and (vi) for detail.</p> <p>3. Yes</p>
7	I have Turn over in last three year 2 cr can we apply for 200 Seat in J&K And if we Turnover 1 cr then how much seat we can apply Please confirm me	An eligible bidder can bid for maximum 100 seats with average turnover of Rs 2 crore. With average turnover of Rs 1 crore, bidder can bid for 50 seats [Available in Himachal Pradesh, Jammu & Kashmir and Uttarakhand only]. Please refer RFP para 3.(iii)