

SOFTWARE TECHNOLOGY PARKS OF INDIA (STPI)

Please refer RFP Reference No: STPI/HQ/PDC/09/2018-19/035/8 dated 06.11.2018 for India BPO Promotion Scheme (IBPS). The clarifications/responses for the queries received for pre-bid meeting held on 20.11.2018 are mentioned below at Table-A.

Table - A

SI No.	Query	Response
1	<p>1. A is business entity registered partnership firm(regular partnership firm NOT LLP) with last years turnover of Rs.5 Cr. Can it apply under IBPS by forming SPV / Joint venture with B private limited company with annual turnover of Rs.10 Lakh to Bid for 100 Seats. Is this acceptable proposition under the scheme?</p> <p>2. If such consortium is allowed-</p> <p>A. Can private limited company hold majority stake in such SPV with 25% held by the partnership firm for minimum three years</p> <p>B. Can AOA of existing private limited B amended and converted into joint venture SPV or ONLY New company should be formed as SPV</p> <p>C. When the SPV formation completed before application with STPI</p> <p>D. Who should be treated as lead partner? Private limited company or Partnership firm OR if it is not allowed</p> <p>Can the partnership firm converted into LLP and then same will be eligible</p>	<p>1. No. Please refer RFP Para 3 "ELIGIBILITY CRITERIA" for the eligibility of the bidding entity and possible options to bid as consortium.</p> <p>2.</p> <p>A. Successful bidder (eligible entity) must have at least 26 % equity shareholder in the SPV registered under Companies Act 2013, and commit to maintain minimum equity shareholding (26%) for at least three years from date of commencement of BPO/ITES operations. For more details please refer to RFP para 3(iii).</p> <p>B. SPV formed has to fulfil the shareholding of the consortium partners and other terms as mentioned in the RFP para 3(iii)</p> <p>C. Question not clear</p> <p>D. In case of consortium, the eligible entity (registered under Companies Act 1956/2013 or LLP Act 2008) will be considered as the bidder/lead partner</p>
2	<p>We are NGO registered society act 1860. we are eligible to apply (IBPS) scheme?</p>	<p>A registered society can form a consortium with an eligible entity (registered under Companies Act 1956/2013 or LLP Act 2008). Please refer RFP Para 3 "ELIGIBILITY CRITERIA" for detail.</p>
3	<p>I am a Common Service Centre, Village Level Entrepreneur (VLE) in Purulia district of West Bengal. There is very employment opportunity in our district. So to boost entrepreneurship and create employment generation i want to set up CSC Rural BPO. It will also leads to women empowerment. Kindly inform me the procedure to start BPO service under IBPS (India BPO Promotion Scheme)</p>	<p>An entrepreneur may form a consortium with eligible entity to participate under IBPS. Please refer RFP para 3 "ELIGIBILITY CRITERIA" for detail.</p>
4	<p>How this scheme work ? How can I get benefit of this scheme?</p>	<p>IBPS provides financial support in form of Viability Gap Funding to eligible companies for setting up BPO/ITES operation. Please refer RFP for detail.</p>

SI No.	Query	Response
5	<p>1. [Clause 7 (v)] Are deviations to the legal clauses acceptable to STPI</p> <p>2. [Clause 8 (i)] We propose that any failure/ default due to external dependencies be not attributed to the successful bidder</p> <p>3. [Clause 10.7] Review and Audit of Operations- Request clarity on who will bear the costs of audits and we propose that the scope to be decided prior to such audit</p> <p>4. [Clause 12 of the MSA] Request an extension period/ relaxation to address any concern areas due to dependencies beyond our control.</p> <p>5. [Clause 9.14 of RFP and 22 of the MSA] We propose to have mutual confidentiality obligations considering STPI will have the right to audit / review our operation and sensitive information/ data of our clients will be exposed.</p>	<p>1. Bid evaluation will be only as per the criteria and terms of RFP</p> <p>2. The Terms & Conditions will be as per RFP</p> <p>3. STPI will verify/inspect the reports and claims submitted by the successful bidder for the BPO/ITES operation at certain intervals/milestones as per the requirement of RFP. The verification may be through onsite inspection of the operation.</p> <p>4. The Terms & Conditions will be as per RFP</p> <p>5. The Terms & Conditions will be as per RFP</p>
6	Please advise that can i apply from the Varanasi and work started at Mirzapur U.P. & What will be the beeding fee ??	An eligible entity can bid for any location (excluding the locations mentioned in Appendix-J of RFP) under IBPS. Regarding Tender fee and EMD, please refer RFP.
7	I have a company having turn over last one year 2 cr but propritership then how we can go for this and other one is society which having more then 2 cr last three year please suggest me	Please refer RFP Para 3 "ELIGIBILITY CRITERIA" for the eligibility of the bidding entity
8	We are a private limited Company interested to join the IBPS Scheme.But we are not able to fulfill the turnover criteria and have to go into JV.So Kindly guide us what will be the procedure and who can be the second entity if not pvt ltd.	Please refer RFP Para 3 "ELIGIBILITY CRITERIA" for the eligibility of the bidding entity and possible options to bid as consortium.