

**Responses to Pre-bid Queries against RFP for Procurement of BI Tool - NeGD (Closing date extended to 18/01/2019)**

**RFP No. NeGD/08-02/2015**

Sl. No.	Query	NeGD Response
1	There is a unreasonably high weightage for Data Connectors in the technical evaluation. This will be lead to platforms with less advanced features in analytics like Assisted Predictive Modelling etc which can be of great use not being given its additional weightage. Connectors would be the basis of all	As per NeGD requirements (As the advanced features like Assisted Predictive Modeling etc. are not extensively required, therefore appropriate weightage have ben given to respective sections)
2	There is no mention of Advanced, user-driven, predictive analytics platform which does not require the user to code and still produces Predictive analytics. Augmented Analytics has these key features which should be a part of your requirement.	"What if" analysis clause is there in RFP. Please refer clause 4.4 page 10
3	Could you specify is the BI users (200 Nos) is a. Will create new dashboards and analysis b. Connect to new data sources c. OR will only consume dashboards created by the admin	These users will only consume dashboards created by the admin, but having certain customization rights in report like drag & drop, dynamic grouping etc.
4	An Admin user (5Nos) will be for creating dashboards and building new data?	It will have all rights of the system as defined under clause 7.3 (ii)
5	There is no mention of back up / Fail safe, UAT or any other server. Will there be no other installation of the analytics platform other than the production server? Where will the cost of the back up or UAT server be applied	As it will be installed on NIC cloud, back up is maintained by NIC. UAT Server not needed
6	Please specify the complete list of data sources from which data will be accessed.	MySQL/Mongo/Postgres, .csv , .xlsx, JSON etc. Bidders are requested to share all supported type of data sources
7	Extract API – “Shall provide an API that will be used to programmatically create the same type of in-memory database as created in the GUI tool” a. Do you want the same query to create an in-memory dataset as well as a cached cube or you want to use an API to create a new cube/dataset from a similar dataset in other location – “Same type” used is not clear	There should be an API present that should be able to consume and programmatically create the in memory dataset to build dashboards/ reports for API consumer
8	Data Source Agility – “Support a user's ability to switch between a live and local "in-memory" connection (without changing connection strings)” a. Does this mean that a user of a dashboard will switch from real-time data to cached data while viewing the dashboard? b. Will a cached and real-time data set be maintained for all dashboards and analysis	The admin user should be able to switch between the data source from live to in memory without changing the connection string

9	Disconnected Analysis – Does this mean analysis based on data in the browser with no connection to query data from the source/ cube / memory.	It means that if anytime the admin user is disconnected, it should still be able to generate reports from the in memory dataset
10	Visual Groups “Shall be able to perform dynamic grouping of data visually in graphs – This is not clear.” a. Does it mean that user will be able to create a group of data points on an axis while visualizing the data or does it mean that a group can be created in data view of the source data.	It means that a group can be created in data view of the source data
11	ToolTip Selection: “ Select categories in your tooltips to easily identify related marks in the view” a. This is not clear. Tooltips can display information based on the context provided by the data on which it hovers. Is this is the expectation or	Tooltip should have field name with the data (count/sum/avg etc) number if present
12	Brushing : “Ability to filter and pass parameters directly from a graph to another by clicking on drawn objects” a. Is this a context filter – Clicking a point in the graph will filter other objects on the dashboard based on the data that has been clicked or does this mean something else	Once selected any value in Dashboard, the selected filter should be implemented throughout the dashboard
13	Sentinel Analysis : “Text based Analysis” a. This is not clear – Does the tool need to have a sentinel analyzer which will show sentinel analysis Or there should be a dynamic hierarchy / tree / decision tree graphical requirement	Yes the text analysis engine should deliver results based on certain keywords provided
14	All cost of hardware/hosting / Connectivity / Cloud or on-premise is going to borne by NeGD?	Yes. Only NeGD will provide cloud from NIC/ any other service provider
15	Based on the data and your requirement, the hardware requirement which you have chosen as 8 Core, 64 GB RAM on Linux OS goes up? As you are expecting the increase to more than 500 users eventually	Yes, will be upgraded when required
16	As appear from RFP, Data integration seems to be a continuous requirement (ETL jobs). In That case one decided DI/ETL resource is required apart from Analyst & Visualization resource mentioned in RFP	Provision has been made for advanced analyst resource that can be used when required. Please refer note-4 below after the responses to the queries.
17	Need Clarity on Scope of advanced analytics. Based on scope it may require a dedicated Advanced Analyst resource with experience on Big Data Analytics, Machine learning, R, Paython etc.	

18	BI tools are well proven and standard with security certificate. However the customization happen at client Environment. The Software tool vendor will not be able to provide customized integrated solutions security certificate deployed at client site. Need clarity on security audit of customized integrated solution.	Bider is expected to get the Security Audit/ Certificate done after every 6 months, for which the bidder should quote the cost of each security audit in its Financial bid that will be considered for evaluation purpose. For revised format of Financial Quote, please refer Revised (Annexure-6) attached with this document. So in contract period of 5 years about 10 such audits are expected. However NeGD reserves the right to get such audits done from any certified agency on its own.
19	Solution may require additional hardware for creating customized underlying database for analytics & visualization. Can be specified after closure of Scope and quantum of data to be analysed	The current data statistics are already given at Annexure-8 of RFP. If additional H/w will be required in future, NeGD will arrange for it, however the bidder shall strive for economizing the requirement of hardware.
20	Monthly payment of Manpower is suggested	No change
21	Seating and infrastructure requirement to be taken care by NeGD.	Seating and infrastructure requirement will be taken care by NeGD, but the laptop will have to be provided by the agency. Data card/ Internet connection will be provided as per NeGD policy.
22	Please confirm whether the Global projects can also be considered.	Yes, Global projects can be considered for pre-qualifications condition
23	Must have successfully implemented at least 3 BI tools of similar nature as per NeGD requirements	Specific Requirements under Pre-qualifications Clause 7.1 (iii) "Must have successfully implemented at least 3 BI tools of similar nature as per NeGD requirements" Clause 7.1 (iii) should now be read as "Must have successfully implemented at least 3 BI projects of similar nature as per NeGD requirements."
24	Point No: xx) Capability to extend or integrate with components of advanced analytics: Please elaborate the term advance analytics	Provision has been made for advanced analyst resource that can be used when required. Please refer note-4 below after the responses to the queries.
25	Point No: xvi) Compatible with all environments like Windows, Linux etc. and NeGD is planning to install the tool on NIC cloud on VM having 8 cores, 64 GB RAM and Linux OS. : As per Hardwrae Specification you mentiuned Linux OS and Funactional requirement you mentioned Compatible with all environments like Windows, Linux etc both points are contradictoy, Please clarify ?  Also request you to please add Windows OS environment for install the BI tol	Bidder cannot propose cloud offering on its own cloud. Only on-premise products will be considered and it will be deployed at NIC cloud or cloud provided by NeGD. Indicative specifications of VM are given at clause 4.6 of the RFP  NeGD will provide server with OS as LINUX. However, other Operating Systems like Windows can be installed, but the Licensing and Support cost of Windows Server OS, as per requirements, will be borne by the

26	Mobile Integration/ Support for iOS, Android, Windows, RAS, DigiLocker, UMANG etc. : Integration with Various applications. How many application will be integrated with the tool,Please clarify?	RFP gives example of some applications like RAS, UMANG, DigiLocker. However the actual deployment will depend on quality of deployment and demonstration by bidder or its utility to various projects.
27	Data Management: point c) Supports integration with existing or market leading data preparation/ management platforms : Market leading existing term is very wide Please specify the requirement	Market leading means the common data preparation/ management platforms available in the market, bidders are requested to share their supported data preparation/ management platform names. This term is generic and well understood in market.
28	Point No: v) Technical Manpower Resource : Please specify the key skills/ job description of Technical manpower resource	key skills/ job description are specified at clause 4.5 of the manpower requirement. The technical resource will be expected to develop any kind of analytical report/ dashboard (simple or complex) for NeGD as and when required, irrespective of project.
29	How many training needs to be done ?	It is mentioned at clause 4.8 (iv)
30	What is expected user base source systems with tentative volume of the data for analysis	The current data statistics are already given at Annexure-8 of RFP. It is expected to grow very fast
31	How many data sources to be integrated/mashed up?	Presently there are 5-6 data sources but there could be more in future. Bidders are also requested to share all supported data sources of their
32	What are the types of data sources?	It is mentioned under clause 4.4 (Data connections) that it should support a variety of data sources including file-based data sources (Excel, Access), statistical files ( SAS, SPSS, R), JSON Files, direct SQL ad-hoc querying, Multidimensional Expressions (MDX) ad-hoc querying (OLAP cubes), as well as other commonly used data sources like (Amazon EMR, Spark SQL, Sales force, Google Analytics, Microsoft Azure etc.). Bidders are also requested to share all supported data sources
33	How many dashboard designers they require (can design the dashboard)?	About the licenses it is mentioned under Note-1 of Annexure-6 and about resource, it is mentioned under clause 4.2 (v)
34	How many viewers they require (can perform analysis, drill down to everywhere and generate reports, but they cannot build/design dashboards)	It is mentioned under Note 1 of Annexure-6. NeGD will have 2 type of users, one "Admin" which will have all the rights, including rights to create other users as well. Other would be "Viewer/Explorer" user. This user will have view rights along with certain customization rights in report like drag & drop, dynamic grouping etc.
35	Drilldown capabilities would be needed only for the tabular reporting or also for the dash-boarding?	For both
36	Alarm for system health check or reporting level?	For reporting level

37	Could you give some more clarity on what you mean by “Supports object level as well as row level security”?	It is self explanatory
38	May we propose any of our used and preferred 3rd party tool such as Tableau to fulfill part of this requirement or do you require an open source tool?	Yes
39	Can we use MS SQL as a core reporting DB?	All the requirements have been clearly defined under clause 4 of RFP. Any software required for reporting or for any other purpose shall be managed within the cost of Licence Fee.
40	Could you also please elaborate on what you mean by “Cross platform” and “Cross device” as well as “Support for mobile integration”- Also would this be for both reports and dashboard or only for dashboard?	Cross platform means compatible with different Operating Systems like Windows/ Linux/ Android/ IOS etc. and Cross device means compatible with different devices like desktop/ laptop/ tab/ mobile etc.
41	“Supports integration with existing or market leading data preparation/management platforms” Kindly specify what all data platforms are being looked for...	Please refer response to question 27.
42	“Built-In ETL and/or strong integration with leading data preparation platforms”; Kindly specify if there is any data messaging/Data Transformation or data Cleaning requirement also. In which case please specify the quantum	There should be Built-In ETL and/or strong integration with leading data preparation platforms and if any data messaging/Data Transformation or data Cleaning will be required, NeGD will do it.
43	“Able to publish all reports to Portal and have ability to archive reports”; Kindly specify if there is any requirement for publishing reports to portal as well, if yes, please state the name of the portal also.	Yes, there could be requirement for publishing reports to portal as well that can not be specified at this stage.
44	“Capability to embed visualization in other web portals/Mobile Apps”, Please elaborate which all portals & mobile apps In which visualizations have to be embedded.	It should be Mobile Responsive.
45	under ‘Distribution & Sharing’, Pt. API: Provides an API for integration with external web applications’; Kindly specify which web applications need to be integrated with APIs.	It should provide an open API that could be integrated with any web applications as and when required.
46	under “Statistics” for Sentinel Analysis; Kindly elaborate the requirement with example as it is part of “Advanced Analytics”.	It clearly mentions as Text based analysis
47	It is understood that the payment will be released for licenses only after licenses are supplied, manpower deployed and Go-Live of min. 3 dashboards is made, however, it may be preferable if license fees can be released immediately upon supply and resource billed quarterly thereafter. We request you to make adequate changes In payment terms.	Please refer revised clause 9 (i) (Payment Terms) at note-3 under Note section of this document after the responses to queries.

48	Right now there is a variance in the number of licenses committed to be purchased, those asked for QCBS calculation/& financial bid format and the projected numbers. Therefore, keeping "Economy of Scale" into consideration, we request if either only 'committed' or 'projected numbers' be considered for evaluation. Please provide your confirmation for the same.	No change in evaluation criteria
49	Please elaborate If security audit of solution has to be conducted and in the case of remediation only points concerned with the customized part will be attended to as no changes can be made into the original product by partners/Implementation agencies of OEMs. Please provide your confirmation for the same and also whether CERT-In Certification is required	Bider is expected to get the Security Audit/ Certificate done after every 6 months, for which the bidder should quote the cost of each security audit in its Financial bid that will be considered for evaluation purpose. For revised format of Financial Quote, please refer Revised (Annexure-6) attached with this document. So in contract period of 5 years about 10 such audits are expected. However NeGD reserves the right to get such audits done from any certified agency on its own.
50	Only physical submission has to be made for the tender. Please provide your confirmation for the same.	Yes, only physical bids will be accepted and no online bid submission is required.
51	Here we have a suggestion that since this project is having multiple parts like Visualization, Integration with Advanced Analytics, so 1 manpower will not be sufficient and at least 2 manpower would be required for Project Manager assistance and support. Kindly provision for the same within the financial bid. It is further suggested that the Job description of such a resource be included in the RFP so that CVs/Resumes (Sample of existing resources) against the same be submitted by bidders.	It is mentioned in clause 4.2 (v) that presently there is a requirement of one resource, but if required later, NeGD can order additional resource at same rate.
52	A GUI based system where all business users are able to view/ save/ download/ schedule various enterprise metrics/ dashboards and their summary without any programming efforts ? "Schedule various enterprise metrics, could you please elaborate with example? "	For example, a user with credentials can login in his/her account and save/ download/ schedule the reports in the portal itself, no programming should be involved in this
53	"Capable to compare metrics", did not understand this point. Did you mean to be able to generate graphs for comparative analysis?	Yes
54	Total number of users who will be using the system?	Mentioned in Annexure-6 (Revised and attached with this document)
55	What is the expected size of data upon which analytics need to be performed?	Current data statistics are given at Annexure-8. However it is expected to grow very fast.

56	It is mentioned that maximum two resources to be placed at NeGD to develop analytical reports or Dashboards for NeGD. It may kindly be noted that as part of scope the vendor will have do BI integration with applications such as UMANG, DIGILOCKER, etc. which may require the services of expert/specialists. In the RFP presently there is no provision for that this may	Provision has been made for advanced analyst resource that can be used when required. Please refer note-4 below after the responses to the queries.
57	There is no provision for including the cost of security audit for necessary security certificate. Kindly clarify if the cost of security audit can be included in the license cost.	Bider is expected to get the Security Audit/ Certificate done after every 6 months, for which the bidder should quote the cost of each security audit in its Financial bid that will be considered for evaluation purpose. For revised format of Financial Quote, please refer Revised (Annexure-6) attached with this document. So in contract period of 5 years about 10 such audits are expected. However NeGD reserves the right to get such audits done from any certified agency on its own.
58	Whether cloud offerings can be proposed or on-premise products will be considered? Share the details of the NIC Cloud referred hereby. Please provide finer details and specifications of VM and associated hardware on which BI tool will be implemented?	Bidder need not propose cloud offering on its own cloud. Only on-premise products will be considered and it will be deployed at NIC cloud or cloud provided by NeGD. Indicative specifications of VM at NIC are given at clause 4.6 of the RFP
59	the RFP implies the solution be installed on-premises. Domo is a cloud-first innovator and we have invested significantly in enterprise security, scalability and compliance. A few examples Domo is deployed in 36% of the 2017 United States fortune 50 and Australian Government of New South Wales. Would the National e-Governance Division accept a bid for a cloud solution?	No, bid proposing private cloud solution is not accepted. The proposed solution should be installed on-premises at NIC cloud or any cloud provided by NeGD.
60	There is no specific mention for an analytics platform which has been developed in India and the priority for these platforms in line with Make in India initiatives	Not a query, just a suggestion
61	There is no mention of priority for platform developers themselves implementing the platform in this specific case. This leads to a clear advantage and it should be given some priority	Not a query, just a suggestion

62	Software, Licenses and Installation services- deployment timelines not covered in RFP.	<p>Clause 9 page 18 (<b>Payment Terms and Penalties</b>) of the RFP should now be read as (<b>Timelines, Payment Terms and Penalties</b>): The following is added to this clause: <b>Timelines:</b></p> <ul style="list-style-type: none"> <li>•Resource deployment within 30 days from the work order date.</li> <li>•Study of any one project assigned by NeGD and NeGD training under clause 4.8 (iv) to be completed within 45 days from the work order date.</li> <li>•Procurement of Licenses, deployment of Infrastructure, data preparation and 3 Dashboards/Report of any one project to be completed within 60 days from the work order date.</li> </ul> <p>Rest of the terms of this clause remain unchanged.</p>
63	Is consortium allowed?. Consortium of OEM & Service partner	Consortium is not allowed. However OEM licences can be taken as service partner. In this case OEM authorization as Service Partner will have to be submitted.
64	Consortium may please be permitted to invite more competitive bids	
65	Section 4.6 that states it has to be hosted over VM of NIC which is 8 Core Linux machine contradicts with section 4.3 point # 16 which says compatible with all environments like Windows & Linux etc. Please clarify if the SW compatibility is restricted only for Linux or other standard OS (like Windows) will also be considered.	NeGD will provide server with OS as LINUX. However, other Operating Systems like Windows can be installed, but the Licensing and Support cost of Windows Server OS, as per requirements, will be borne by the bidder.
66	Only qualifications for BI resource are mentioned. Some of the requirements covered Advanced Analytics specifications also. However, No JD is available for resources to manage advanced analytics related requirement. Please clarify if the requirement of the resource for advanced analytics is out of the scope of RFP.	Please refer Note 4 below after the responses to queries for JD for the resource for advanced analytics, if required. This resource will be asked for as and when required but the cost of this resource will be considered for Financial Evaluation. The revised Annexure-6 (Financial Quote) has been attached with the document.
67	In the financial quote format shared, only 2 line items are present in the cost of licenses section. These are for End user and Admin user. However, for email report distribution, we have a separate license to schedule and send reports in different formats like ppt, pdf, excel, html etc. Can you add another line item in the financial bid so that we can add the cost of this license as well. Please note that, all the requirements in scope can still be managed with development effort and without this license component, but we feel as a solution it will be better we can add this component as well.	All the requirements have been clearly defined under clause 4 of RFP. Any software required for reporting or for any other purpose shall be managed within the cost of Licence Fee.



68	What is the Project timeline ?	Please refer response to question 62.
69	That states it has to be hosted over VM of NIC which is 8 Core Linux machine contradicts with section 4.3 point # 16 which says compatible with all environments like Windows & Linux etc. Please clarify if the SW compatibility is restricted only for Linux or other standard OS (like Windows) will also be considered.	Please refer response to question 65.
70	Only qualifications for BI resource are mentioned. Some of the requirements covered Advanced Analytics specifications also. However, No JD is available for resources to manage advanced analytics related requirement. Please clarify if the requirement of the resource for advanced analytics is out of the	Provision has been made for advanced analyst resource that can be used when required. Please refer note-4 below after the responses to the queries.
71	There are only 2 types of licenses mentioned ie End User and Admin User and no separate licensing of products should be required to create the content.	Please refer note-2 for revised clause 7.3 (i) & (ii) in note section after the queries and responses.
72	Where do we show reporting license price as the pricing format does not allow us to quote anything beyond end user and admin user	All the requirements have been clearly defined under clause 4 of RFP. Any software required for reporting or for any other purpose shall be managed within the cost of Licence Fee.
73	Start-ups recognized by Gol and at least one State Government during the years 2015-2018 are exempted from minimum 3-year clause	Specific Requirements under Pre-qualifications Clause 7.1 (i) "The entity should be registered with Service Tax Authority and must be operating for a minimum period of 3 years" should now be read as "The entity should be registered with Service Tax Authority and must be operating for a minimum period of 3 years. <i>As per Rule 173 (i) of GFR 2017, start-up companies registered with Gol/ any State Government are exempted from this clause of operating for a minimum period of 3 years."</i>
74	Annual Turnover - This clause does not apply to Start Up Companies which are registered with Gol and at least one State Government	Specific Requirements under Pre-qualifications Clause 7.1 (ii) "Annual Turnover during each of the last three financial years (as per the last published Balance sheets), should be more than Rs.5 crore." should now be read as "Annual Turnover during each of the last three financial years (as per the last published Balance sheets), should be more than Rs.5 crore. <i>Start-up companies registered with Gol/ any State Government are exempted from this clause. "</i>
75	What is the current NeGD BI situation/landscape?	Refer to Clause 4.1 and Annexures 7, 8

76	“Capability to extend or integrate with components of advanced analytics”; Please elaborate as to what kind of advanced analytics is required to be integrated, please use an example to elaborate the same.	It is self explanatory as per market standards and it may change from time to time.
77	“Allows end users to create their own dashboards by simple drag & drop”, Please elaborate if the requirement is for modification of report/dashboard as	End-user has been re-defined. Please refer note-2 for revised clause 7.3 (i) in note section after the queries and responses.
78	We would like to submit that NEGD must not be fixated for one specification, and the need for hardware re-sizing may arise based on the amount of data to be integrated as lower sizing may impact the performance of visual analytics. Hence, a tentative hardware sizing for the entire duration of the contract & based on projected volume may be solicited by bidders in the bid.	The given tentative hardware specification in RFP is indicative only and not fixed. It will be scaled up as and when need arises.
79	How many users will be using this system concurrently? We are trying to look at maximum users who will be using this system at same	System/Solution should be robust and capable of scaling up on need basis. Infrastructure requirement will be taken care by NeGD
80	Can multiple companies collaborate and bid under one name?	Consortium is not allowed. However OEM licences can be taken as service partner. In this case OEM authorization as Service Partner will have to be submitted.
81	It is mentioned that the vendor shall support for 5 Years (patches and bug fixings). Regarding this we would like to mention after security audit and go-live of the BI tool any changes in terms of up gradation or changes in tool shall be done as per the Change Request (CR) procedure. This will require the security audit to be redone. The CR process as well as the financial provisions for the handling the change request may kindly be clarified.	NeGD is looking for already up and running BI tool and developemnt of BI tool is not envisaged, however there may be some need of customization in each project.  Bider is expected to get the Security Audit/ Certificate done after every 6 months, for which the bidder should quote the cost of each security audit
82	Any patches or up gradation after go-live shall be done as per the defined CR procedure. Kindly define the CR procedure	in its Financial bid that will be considered for evaluation purpose. For revised format of Financial Quote, please refer Revised (Annexure-6) attached with this document. So in contract period of 5 years about 10 such audits are expected. However NeGD reserves the right to get such audits done from any certified agency on its own.
83	The quantity of the annual license for evaluation purpose as well as committed should be same as the quote for 50 and 200 licenses shall vary. It is suggest that the quote of the licenses may be obtained in slabs like 1 to 50 licenses ‘X’ amount, 51 to 200 licenses ‘Y’ amount and >200 ‘Z’ amount. For evaluation purpose the average of X,Y and Z may be considered.	No change in evaluation criteria
84	Kindly provide the indicative budget	Budget can be estimated from the number of licenses and cost of manpower as mentioned in RFP

85	Looking at the festive season it is requested that the last date of the submission of bids may be extended to Feb 11, 2019	Please refer note-5 for revised "Important dates" in note section after the queries and responses.
86	Whether BI tools with Open Standards will be considered as Closed Source Software? As the Scope and features expectations from BI tool in ask is quite enrich and detailed, OSS tools may face challenge in providing them in single product, therefore COTS based BI tools with open standards shall be considered for evaluation and bidding. Why separate justification is desired for non-OSS BI tools when it is meeting open standards and delivering all the features and functions asked in RFP?	There is no restriction on proposing COTS based BI tool, however as per clause 4.7 of RFP the GoI Policies on Open Standards and Open Source Software should be adhered to.
87	As specifications and features desired from the said BI tool has been found enriched and wholesome leading to understanding that NeGD needs rich and futuristic BI tool which is also highly technically qualified. Therefore adopting "QCBS Selection model" is appreciated, however, we suggest and request dept. that weightages during selection must be more on Technical specs and must be reversed (i.e. instead of 30% to Technical and 70% to Financial, NeGD must make it 70% Technical and 30% Financial. The revised Composite Bid Score must/shall be calculated as follows:-  <b>(SC = 0.70 * ST + 0.30* SF )</b>  Higher Technical weightage will ensure desired feature/specs are not compromised and NeGD must get BI tool having specs/features may not envisage today but fast changing BI/Analytics domain in future can be met with same BI tool. Future readiness and scalable BI tool is critical for the success of the projects covered in this requirement.	Earlier, it was thought that the specifications and features of almost all available BI Tools will be more or less similar. Therefore, in the QCBS model the less weightage was assigned to Technical score and more weightage was assigned to Financial score. But as requirement of certain Technical score is already a qualifying criterion for Financial bids to be opened, there is no justification in having QCBS selection model. Therefore, it has been decided to adopt Least Cost Selection (LCS) with minimum qualifying score. According to this, only bidders scoring minimum technical qualifying score as per Technical Evaluation Criteria, defined in RFP, shall be considered for Financial bid opening and the bidder offering the least cost, i.e. L-1 among them shall be considered for award of work order.  For revised clause 7.5 "Selection Criteria", please refer note-6 in the note section after the queries and responses.
88	However, in financial quote no. of users is considered as 200, Note below states that NeGD commits to purchase 50+1 users initially, it must be clarified that by when rest of the pending 150+4 users will be procured and why dept. is not purchasing with the closure of this RFP? With some OEMs, BI tools prices for every RFP comes with price validity date and the procurement date or tenure needs clarification to ensure the price validity?	The license prices has been asked for the tenure of the project, i.e. 5 years from Go-live of project. For Go-live please refer note-7 in the note section of this document after the responses to queries.
89	Was the RFP led by one person or a project team from different disciplines across the organization? Please provide any supporting details	Query is not clear and seems to be irrelevant. Requirements have been clearly defined in the RFP
90	During the creation was social networking used to speak to other customers (government agencies) about similar issues?	

91	What research has been done or supporting organization have been used to create the RFP?	Query is not clear and seems to be irrelevant. Requirements have been clearly defined in the RFP
92	What is your Retention policy of the data for dashboard and reports?	It may vary from time to time and from project to project, but storage for data will be provided by NeGD.

### **Important Notes:-**

1. Clause 4.6 page 11 (**Hardware Specifications**)

This para should be read as:

NeGD is planning to install the tool on NIC cloud on VM having 8 cores, 64 GB RAM and Linux OS. (This is indicative only)

2. Clause 7.3 page 15 (**Financial Bid Criteria**)

This para 1 should be read as:

(i) **End-User:-** A user who can consume/ view the published content/ dashboards and having certain customization rights in report like drag & drop, dynamic grouping etc. These may be the Departments' authorized officials who can view/customize the reports/ dashboards.

(ii) **Admin-User:-** There is no change

3. Clause 9 (i) page 18 (**Payment Terms**)

This para should be read as:

**Payment Terms:** Payment for the BI Tool Licenses will be released after the completion of activities mentioned under Timelines, i.e. deployment of technical resource, Study of RAS project and NeGD training, Procurement of Licenses, deployment of Infrastructure, data preparation and 3 Dashboards/Report of RAS project. One of the sample dashboard is annexed as Annexure-7 for reference. The license period of licenses will start after the completion of Study of RAS project and NeGD training, i.e. 45 days after the work order date OR 15 days before the Go-Live, whichever is earlier. The payment for the technical manpower resource will be released on quarterly basis, i.e. after the end of every 3 months from the deployment of resource.

4. **Resource Requirement for Advanced Analytics**

This clause 4.9 is added to the RFP and should be read as:

In case of advanced Analytics, NeGD may ask the bidder to provide another technical resource having advanced skills, who will be placed at NeGD, as and when required. This will be in addition to the technical resource mentioned at 4.5. CV for this advanced analytics resource should also be submitted in the format given at Annexure-5

The required manpower resource should have the following as minimum qualification, experience and skills:

- i) Should have full time B.Tech./ B.E./ MCA or equivalent degree from a Govt. recognized college/ University
- ii) Should have at least 8 years of total working experience, out of which 5 years should be in analytics

- iii) Should at least have 3 years of working experience in advance analytics involving ETL, data mining, natural language processing, machine learning, forecasting, regression and pattern matching.
- iv) Should have experience of sourcing data from multiple and complex data sets and ability to link data between tables, to create efficient SQL queries and design scalable data models
- v) Preferably should have experience in R Language and Python.
- vi) Should have strong ability to understand the requirements and develop visualization reports using BI tool that are simple, consumable and actionable.
- vii) Should have good written and verbal communication skills and ability to prepare professional business presentations

The above mentioned skill set is as per the present scenerio and it should be upgraded (including certifications, if any) from time to time during the tenure of the project as per development advancement in this domain

5. Regarding Important Dates (mentioned at page 2 clause 2 Request For Proposal, it should be henceforth read as follows:

Particular	Timelines
Last date and time for submission of bids	18 January 2019 at 3.30 pm
Date of opening of bids	18 January 2019 at 4.00 pm
Technical demonstration of qualified bidders	21 January 2019 (Tentative)

6. **Selection Criteria (Revised)-** [Clause 7.5 page 16] This clause should be henceforth read as follows
- i. The selection will be on the basis of Least Cost Selection (LCS) with minimum qualifying score. That means, only bidders scoring minimum technical qualifying score as per Technical Evaluation Criteria, given at clause 7.2, shall be considered for Financial bid opening and the bidder offering the least cost, i.e. L-1 among them shall be considered for award of work order.
  - ii. In the event the Least Costs offered by more than one bidder are same, the bidder securing the highest technical score will be adjudicated as the Best Value Bidder for award of work order.
  - iii. In case of special circumstance where the L-1 bidder is not taking the order, NeGD may offer the same to next L-2 bidder at the cost offered by L-1.

7. **Go-Live:-**

The project will be considered Go-Live only after completion of 3 Dashboards/ Reports of any one project assigned by NeGD

- 8. BI Tool Licenses will be procured in the name of NeGD and any customizations/ dashboards/ reports etc. done for NeGD will be the property of NeGD.
- 9. Format of Finacial Quote (Annexure-6) has been revised. The revised Annexure-6 is attached with this document.

**FINANCIAL QUOTE**

Name of the Agency:

**Cost of Licenses**

S. No.	Item	Annual License Fee per License (INR)	Qty	Amount (Per License Fee x Qty) (INR)
1	Annual License Fee per License for 5 Years from Go-Live (For End-User)		200	
2	Annual License Fee per License for 5 Years from Go-Live (For Admin-User)		5	
<b>Cost of Licenses for 5 Years (C1)</b>				

**Cost of Technical Manpower Resource**

S. No.	Item	1 <sup>st</sup> year (A)	2 <sup>nd</sup> year (B)	3 <sup>rd</sup> year (C)	4 <sup>th</sup> year (D)	5 <sup>th</sup> year (E)
1	Per Month Manpower Cost (INR)					
2	Annual Manpower Cost (INR)	A x 12	B x 12	C x 12	D x 12	E x 12
<b>Manpower cost for 5 Years (C2)</b>				= (A+B+C+D+E) x 12		

**Cost of Advanced Analyst Resource**

S. No.	Item	1 <sup>st</sup> year (A)	2 <sup>nd</sup> year (B)	3 <sup>rd</sup> year (C)	4 <sup>th</sup> year (D)	5 <sup>th</sup> year (E)
1	Per Month Manpower Cost (INR)					
2	Annual Manpower Cost (INR)	A x 12	B x 12	C x 12	D x 12	E x 12
<b>Manpower cost for 5 Years (C3)</b>				= (A+B+C+D+E) x 12		

**Cost of Security Audits**

S. No.	Item	Cost of each Security Audit (INR) (A)	No. of Audits (B)	Amount (INR) (A x B)
1	Security Audit from any CERT-In authorized agency (Once after every 6 months)		10	
<b>Cost of Security Audits for 5 Years (C4)</b>				= A x B

**Total Cost**

<b>Total Cost for 5 Years (C1) + (C2) + (C3) + (C4)</b>	In words .....	In figures .....
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**Note:**

1. NeGD commits to initially purchase minimum of 50 End-user Licenses and 1 Admin-user Licenses. However, this may go upto 500 end-user licenses and 10 admin-user licenses. But for *calculating financial scores for QCBS, cost of*

***200 End-user licenses, 5 Admin-user licenses for 5 years and one manpower cost for 5 years will be considered.***

- 2. NeGD may ask for Advanced Analyst Resource in case of advanced analytics, as and when required.**
- 3. So in contract period of 5 years about 10 such audits are expected. There may and may not be the need for a fresh security audit after every 6 months. However, NeGD reserves the right to get such audits done from any certified agency on its own. Also, NeGD may request for more security audits, if required, for which bidder may charge at above mentioned rate.**
- 4. Above 50 number of Licenses, NeGD will purchase Licenses in multiples of 5.**
- 5. NeGD will not give any other onetime cost. If there is any such costs, it should be added in License Fee.**
- 6. *GST will be paid as applicable and will not be considered for calculating financial scores for QCBS.***

Date:  
Place:

Authorized Signatory  
Name:  
COMPANY SEAL