

**Addendum to Request for Proposal (RFP) for corporate tie-up with  
online mutual funds aggregator, online investment and Robo-  
advisory service provider**

**(REF No: BOM/ABC/MF/2021-22/RFP-01)**

Alternate Business Channel  
Bank of Maharashtra, Head Office  
Lokmangal, 1501 Shivaji Nagar  
Pune 411005



बैंक ऑफ महाराष्ट्र  
Bank of Maharashtra  
भारत सरकार का उद्यम  
एक परिवार एक बैंक

The Addendum document will be available at Bank's website, which could be accessed through URL address [www.bankofmaharashtra.in](http://www.bankofmaharashtra.in)

The RFP bid document should be submitted to the office of:

**Chief Manager – Alternate Business Channel**  
**Bank of Maharashtra,**  
**Lokmangal, 1501 Shivaji Nagar, Pune - 411005**  
**Tel. No. 020 – 25614287**

**Email:** [cmabc@mahabank.co.in/bomcoabc@mahabank.co.in](mailto:cmabc@mahabank.co.in/bomcoabc@mahabank.co.in)

- The Bank reserves the right to change/modify/ amend the dates/terms & conditions mentioned in the RFP document as per its requirement, which will be communicated on Bank of Maharashtra's website.
- The information provided by the Bidders in response to this RFP document will become the property of BANK OF MAHARASHTRA and will not be returned. The Bank reserves the right to amend, rescind or reissue the RFP and all amendments will be advised to the Bidders and such amendments will be binding on them.



## SCHEDULE OF EVENTS

General Detail	
Tender No	BOM/ABC/MF/2021-22/RFP-01
Bank Name	Bank of Maharashtra
Scope of Work	Providing an online mutual funds aggregation platform, online investment and Robo-advisory services for banks existing & new customers
Tender Details	Request for proposal (RFP) for corporate tie-up with online mutual funds aggregator, online investment and Robo- advisory service provider
Mode of Tender Submission	Offline
Tender Type	Open
Type of Contract	Service
Bidding Type	Indigenous
Consortium	Not Allowed
Important information regarding Bid submission Tender Reference	
Price of Tender copy	Rs. 15,000/- + Rs. 2,700/- GST = Rs.17,700/- (Non Refundable)
Date of commencement of issue of RFP document	21.05.2021
Bid Security Deposit (EMD)	NIL ("Bid Security Declaration" as per latest guide line issued by Govt. - No. F.9/4/2020-PPD dated on 12/11/2020)
Last Date and Time for receipt of tender offers	14.06.2021 up to 14:00 hours
Date of opening of commercial bids	14.06.2021 up to 16:00 hours
Address of Communication	Chief Manager Alternate Business Channel Bank of Maharashtra, Head Office, "Lokmangal" 1501, Shivaji Nagar Pune – 411 005. PUNE – 411 005.
Contact Telephone Numbers	(020) 25614287
Website	www.bankofmaharashtra.in
Details	
General Terms and condition :	As per RFP Document



### **Bidder's Eligibility Criteria & Confirmation of Eligibility Criteria**

The bidder needs to comply with all the eligibility criteria mentioned below. Non-compliance to any of these criteria would result in outright rejection of the Bidder's proposal. The bidder is expected to provide proof for each of the points for eligibility evaluation criteria. Any credential detail not accompanied by required relevant proof documents will not be considered for evaluation. All credential letters should be appropriately bound, labeled and segregated in the respective areas. There is no restriction on the number of credentials a bidder can provide.

The decision of the Bank would be final and binding on all the Bidders to this document. The Bank may accept or reject an offer without assigning any reason what so ever.

The bidder must meet the following criteria to become eligible for bidding:

Sr. No	Eligibility Criteria	Supporting documents required	Bidder Compliance response (Yes / No)	Supporting Reference / Remarks
1.	The Bidder should be a Proprietary/Registered Partnership Firm / Limited Company / Private Limited/ limited liability partnership Government Organization / Public Sector Undertaking having its Registered Office in India. Relevant documents of registration should be submitted as part of the proposal.	Documentary Proof to be attached		
2.	The bidder must be a non- Bank promoted entity	Self-declaration		
3.	The bidder must be registered with AMFI under the Mutual Funds Distributor/ Intermediary category and should have an active ARN for last 2 years	Documentary Proof to be attached		
4.	The Bidder must be in existence for the last Two years as on 31.03.2021 (in case of mergers / acquisition/s, restructuring or name changed, the date of establishment of earlier /original partnership firm/limited company can be	Documentary Proof to be attached		
5.	Bidder must have registered net profit i.e. Profit after Tax for the financial year 2019-20 and 2020-21 Or The bidder should have minimum net worth of 10.00 Crore as on 31.03.2021	Documentary Proof to be attached		
6.	The bidding company /firm/LLP has to give details if the bidding organization or any of its subsidiaries or group companies or holding companies etc., operating in India has been blacklisted / barred/ disqualified by any regulator/ statutory body/ any bank including our Bank.	Self-Declaration		
7.	The bidder should have experience of having executed / executing projects for providing MF aggregator platform and Robo - advisory services with any Financial Institutions in India for last 24 months.	Documentary Proof of the tie-up available in public domain along With self-certification/ Certificate for the arrangement by		



		the concerned Financial Institutions, as Applicable.(Also provide the details about the number of Financial Institutions implemented, as mentioned in the Annexure 14)		
8.	The bidder should have their own B2C app providing regular plans for the last 2 years	Self-declaration		

**Please enclose documentary proof for all the above criteria. In absence of these, the bids will not be considered for further evaluation. No further correspondence will be entertained in this case.**

**Note:**

- Bidder must comply with all above-mentioned criteria. Non-compliance of any of the criteria will entail rejection of the offer summarily.
- Photocopies of relevant documents / certificates should be submitted as proof in support of the claims made. Bank of Maharashtra reserves the right to verify /evaluate the claims made by the bidder independently or by virtue of a third party. Any decision of Bank of Maharashtra in this regard shall be final, conclusive and binding upon the bidders.
- Please write description of items in brief instead of writing words like “Offered”, “Complied with” etc. Once the bidders qualify the above eligibility criteria, he will be qualified for the Technical Bid Evaluation. Offers received from the bidders who do not fulfill all or any of the above eligibility criteria are liable to be rejected.



### Technical Evaluation

Sr. no	Parameter	Segmentation	Scheme for Awarding Marks
1	<b>Experience (10)</b>	Prior experience with other Financial Institutions in Mutual Fund business tie-up	No experience: 0 1 institutions : 02 2 institutions: 05 >=3 institutions:10
2	<b>Financials (10)</b>	Total Revenue as on FY20-21	05 – 25 Cr. :05 > 25 Cr. :10
3	<b>Invested Customers (10)</b>	Under tie-up with Financial institution	1-50000: 03 >50000: 05
		Under tie-up with Other than Financial institution and independent sourcing	1-50000: 03 >50000: 05
4	<b>Manpower (10)</b>	Dedicated Manpower for the Project	>=50 Dedicated Manpower : 10 < 50 Dedicated Manpower : 05
5	<b>Presentation of proposal to Evaluation Committee (40)</b>	Presentation of proposal to Evaluation Committee to gauge their understanding of Bank's expectation	0 - 40
6	<b>Grievance Redressal Mechanism (20)</b>	Dedicated Grievance Officer for Complaints	Yes: 10*
		Dedicated Call Centre/ help Centre for customers *	Yes: 10*
		*Total Customer Grievances will be handled by Vendor which should be projected as Bank of Maharashtra customer support *Vendor will provide Call Center which should be projected as Bank of Maharashtra customer support	
<b>Total</b>			<b>100</b>

The minimum qualifying will be 75 out of 100 marks for further consideration in the process.

**COMMERCIAL BID**

(To be included in Commercial Bid Envelope- Sealed)

Date: \_\_\_\_\_(DD/MM/YYYY)

To,  
The Deputy General Manager,  
Alternate Business Channel  
**BANK OF MAHARASHTRA**  
Head office – Lokmanagal  
1501 Shivaji Nagar, Pune – 411 005.

Dear Sir,

**Reference: Request for Proposal (RFP) for corporate tie-up with online mutual funds aggregator, online investment and Robo- advisory service provider (REF No - BOM/ABC/MF/2021-22/RFP-01)**

Having examined the Bidding Documents, the receipt of which is hereby duly acknowledged, we, the undersigned, submit our **Commercial Bid** in conformity with the said RFP documents :-

The commercial Bid should contain the revenue sharing percentage between the Bank and the vendor. Commercial bid should be submitted in compliance with all the activities mentioned in Scope of Work given in the tender document.

\*(Per financial year)

Gross Revenue*	
Percentage ratio apportioned to the Bank (A)	Percentage ratio apportioned to the Vendor (100-A)

(Amount in INR)

Note:

- Percentage quoted for will be applicable for all gross revenue.
- For evaluation of financial bid, the above will only be taken into account.
- In case of any discrepancy in quotes, the amount specified in Column marked A (Bank's share) shall precede other amounts.
- The L2 Bidder has to match the Quotes of L1 Bidder.
- The duly signed physical bid in the above mentioned format shall be submitted physically marked as "Financial Bid".
- The bidder has to submit the commercial bid only in the above format. Any other format would be summarily rejected at the time of opening the bid.
- The price quoted for the project should be an all-inclusive price including any taxes, expenses and levies but excluding Goods & Service Taxes (GST). Applicable TDS shall be deducted.
- We agree to unconditionally abide by all the terms and conditions of this RFP issued by Bank of Maharashtra

(Signature)

(Name of the signatory)

(In the capacity of)

Duly authorized to sign Bid for and on behalf of (Company Seal)

Date:

Place:

## Evaluation Methodology for Calculation of Final score

### Illustration 1:

Assuming Technical Score of Individual Bidders as per marks allocation as under:

Bidder A: 75

Bidder B: 85

Bidder C: 100

### Calculation of Final Technical Score:

Bidder A:  $(75/100)*100 = 75.00$

Bidder B:  $(85/100)*100 = 85.00$

Bidder C:  $(100/100)*100 = 100.00$

### Methodology for calculating “Commercial Bid”

“Score on the basis of revenue earning shared with Bank by bidder”

### Illustration 2:

Bid A: 75% revenue earning shared with Bank by bidder

Bid B: 70% revenue earning shared with Bank by bidder

Bid C: 65% revenue earning shared with Bank by bidder

### Calculation of Commercial Score:

Bidder A: 75

Bidder B: 70

Bidder C: 65

### Final Score: Methodology for calculating “Final Score”

**70% weightage to the technical evaluation score and 30% weightage to the commercial evaluation**

The formula for (Final Score of Individual Bidder) is given below:-

**Individual’s Final Score** =  $[0.30 \times (\text{Commercial Bid Score})] + [0.70 \times (\text{Final Technical Score})]$

i.e.  $0.30 \times (\text{Quote of bidder}) + 0.70 \times (\text{Technical score of technically qualified bidder} / \text{highest score of technically qualified bidder})$

Illustration 3 (figures referred from Illustration 1 and 2):

### Calculation of Final score:

Bidder A:  $0.30(75) + 0.70(75.00) = 75.00$

Bidder B:  $0.30(70) + 0.70(85.00) = 80.50$

Bidder C:  $0.30(65) + 0.70(100) = 89.50$

### Note:

Revenue Sharing should be Minimum 40 %

The Bank's decision in respect of evaluation methodology and short-listing of bidders will be final and no claims, whatsoever in this respect, shall be entertained. In the case of tie between two or more bidders, bidder with higher commercial score out of the two or more bidders with tied techno- commercial score will be shortlisted as L1



**UNCONDITIONAL ACCEPTANCE OF TERMS & CONDITIONS OF THE RFP**

(To be submitted on the Company's Letter Head)

Date: \_\_\_\_\_(DD/MM/YYYY)

To,  
The Deputy General Manager,  
Alternate Business Channel  
**BANK OF MAHARASHTRA**  
Head office – Lokmanagal  
1501 Shivaji Nagar, Pune – 411 005.

Dear Sir,

**Reference: Request for Proposal (RFP) for corporate tie-up with online mutual funds aggregator, online investment and Robo- advisory service provider (BOM/ABC/MF/2021-22/RFP-01)**

This is to confirm that we absolutely & unconditionally accept all the terms and conditions (including scope of work) as mentioned in various parts of the said RFP/Bid Document floated by BANK OF MAHARASHTRA regarding **corporate tie-up with online mutual funds aggregator, online investment and Robo- advisory service provider.**

(Authorized Signatory)

Name of the signatory \_\_\_\_\_

Designation \_\_\_\_\_

(Company Seal)

