



COMMERCIAL BILL OF MATERIAL

S.No.	Guidelines
I	Overall
1	The bidder is expected to quote the costs for all items required for fully complying with the requirements of the RFP and the addenda in the respective sections of the price bid. The prices for the respective sections would be deemed to include all components required to successfully utilise the solution.
2	Bank is not responsible for any arithmetic errors in the commercial bid details sheet committed by the shortlisted bidders, however, if there are any computational errors the Bank will evaluate the Bid as per provisions contained under RFP document.
3	The bidder is expected to specify the type of licences along with the details with respect to quantity/rate/etc, wherever applicable.
4	In case the bidder includes/combines any line item as part of any other line item in the commercial bid, then this has to be clearly mentioned in the description indicating the line item which contains the combination
5	The bidder has to quote for each line item. If any line item is part of the solution proposed in the RFP response, it has to be referenced. If it is not applicable, then the Bidder has to mention Not Applicable (NA).
6	Tax information is to be mentioned separately in this Bill of Material. The price would be inclusive of all applicable taxes under the Indian law like customs duty, freight, forwarding, insurance, delivery, etc. but exclusive of only applicable GST, which shall be paid / reimbursed on actual basis on production of bills with GSTIN.
7	The Bidder may insert additional line items as applicable based on the solution offered in the respective tabs
8	The Bidders should quote as per the format of Bill of Material ONLY and a masked replica of the Bill of Material should be enclosed in the technical bid.
9	Bidder is required to cover component by component licensing details for each of the software components proposed to the Bank.
10	The masked Bill of Materials which would be submitted as part of the Technical Bill of Material should contain "XX" for ALL the corresponding commercial values that will be present in the unmasked Bill of Material that will be part of the Commercial submission.
11	All amounts in the Bill of Material should be in INR
12	The Bidder should to the extent possible stick to the same structure of the Bill of Material. Hence the Bank does not expect the bidders to delete necessary rows.
II	Application Cost
1	The bidder has to quote for each line item. If any line item is part of the solution proposed in the RFP response, it has to be referenced. If it is not applicable, then the Bidder has to mention Not Applicable (NA).
2	The Bidder can insert additional line items as applicable based on the solution offered in the various tabs
3	The license type has to be clearly described in the Type of License column
III	Reports
1	The Bidder is required to quote for all the reports mentioned.
IV	Implementation Cost
1	Bidder shall comply to the Installation and implementation scope provided in the RFP documents. It is mandatory that end to end implementation of the solution is done by the bidder directly or bidder shall undertake the services of the OEM's whose products are being proposed for the respective solutions.
2	Bidder shall provide the solution wise implementation cost. Each solution implementation should include all the costs associated with the complete implementation of the solution covering all the the locations & implementation of associated components like software etc.
V & VI	ATS Cost, BPR Resource Cost & FM-Manpower
1	Bidder is expected to provide a detailed break up of all products and services that are under the scope of facilities management as part of the technical bid, in the technical bill of materials i.e. the above format is expected to be replicated
2	The bidder has to note that the ATS cost will begin post the warranty period of 1 year
3	The ATS costs for the Production DC & DR, testing & development and training and migration environments have to be quoted separately
4	The ATS cost for applications has to be quoted in separate line items in this section. The Bidder has to create additional line items in this section if required
5	The price would be inclusive of all applicable taxes under the Indian law like customs duty, freight, forwarding, insurance, delivery, etc. but exclusive of only applicable GST, which shall be paid / reimbursed on actual basis on production of bills with GSTIN. Any increase in GST will be paid in actuals by the bank or any new tax introduced by the government will also be paid by the bank. The entire benefits / advantages, arising out of fall in prices, taxes, duties or any other reason, must be passed on to Bank. The price quoted by the bidder should not change due to exchange rate fluctuations, inflation, market conditions, increase in custom duty. The bank will not pay any out of pocket expense.
6	The Bidder needs to provide application management services as per the scope of the RFP
7	Bidder shall at minimum deploy the resources as per the minimum resources mentioned in the FM-Manpower tab. Bidder should independently arrive at the sizing and deployment plan to meet the RFP requirements (As per scope of work and SLAs) adhering the minimum deployment level proposed by the bank. Bidder shall deploy resources at no extra cost if the bidder's proposed deployment do not meet the RFP requirements and SLAs
8	The Bidder should provide resources in FM Manpower tab
9	The Bidder should quote for cost per man month in BPR
VII	Training Cost
1	Bidder needs to provide operational, administration training & certification to bank or its nominated vendor.
2	The rates provided by the bidders should be applicable or any additional trainings that the Bank may require throughout the tenure of the contract.
VII	Customization Cost
1	Bidder is required to provide the pro-rata cost (per man-day basis) for any Additional Customization that the Bank may or may not undertake, outside the scope of this RFP document.



	Items	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total Amount for 6 years (INR)
A.	Enterprise Application License Cost	-	-	-	-	-	-	-
B.	Reports	-	-	-	-	-	-	-
C.	Implementation cost	-	-	-	-	-	-	-
D.	BPR Resource Cost	-	-	-	-	-	-	-
E.	ATS Cost	-	-	-	-	-	-	-
F.	FM Manpower Cost	-	-	-	-	-	-	-
G.	Training Cost	-	-	-	-	-	-	-
H.	Customization Cost	-	-	-	-	-	-	-
	Grand Total - TCO							-



S.No	Solution	Type of License	Description along with the Version number of the licenses	Year 1			Year 2			Year 3			Year 4			Year 5			Year 6			Total Amount (INR)	
				Qty	Rate (INR)	Total Amt (INR)	Qty	Rate (INR)	Total Amt (INR)	Qty	Rate (INR)	Total Amt (INR)	Qty	Rate (INR)	Total Amt (INR)	Qty	Rate (INR)	Total Amt (INR)	Qty	Rate (INR)	Total Amt (INR)		
1	DMS Solution	Enterprise																				-	
2	LOS Solution	Enterprise																				-	
3	Collections / recovery Module	Enterprise																				-	
4	Early Warning Signal Generic Users	User Based		10																		-	
5	Early Warning Signal Power Users	User Based		1																		-	
5	Middleware (if any)	Enterprise																				-	
6	Any Other, (Please specify)																					-	
Total Application Cost																							-

Note 1 - Bidder has to quote the EWS generic users in the chunk of 50. Each quantity represents 50 licenses. So 50 * qty of 10 = 500

Note 2 - Bidder has to quote the EWS power users in the chunk of 10. Each quantity represents 10 licenses. So 10 * qty of 1 = 10

Note 3 - License cost should carry one year warranty/ATS cost



S.No	Solutions	Year 1			Year 2			Year 3			Year 4			Year 5			Year 6			Total Amount (6 years) (INR)
		Qty	Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	
	Solution Implementation																			
1	DMS Solution			-																-
2	LOS Solution			-																-
3	EWS Solution			-																-
4	Collection & Recovery Module			-																-
5	OEM Resource for DMS ¹	3		-																-
6	OEM Resource for LLMS ¹	3		-																-
7	OEM Resource for EWS ¹	3		-																-
5	Any Other, (Please specify)			-																-
	Total Solution Implementation cost (A)			-			-			-			-			-			-	-
	Solution Integration / Interfacing with																			
1	Any Other, (Please specify)			-																-
	Total Solution Integration cost (B)			-			-			-			-			-			-	-
	Data Migration																			
1	For LLMS - Digitised Data			-																-
2	For DMS - Digitised Data			-																-
3	Any Other, (Please specify)			-																-
	Total Data Migration cost (C)			-			-			-			-			-			-	-
	Enterprise Architect																			
1	Enterprise Architect ²	2		-																-
	Total Enterprise Architect Cost (D)			-			-			-			-			-			-	-
	Total Implementation Cost = (A+B+C+D)			-			-			-			-			-			-	-

Note 1 - Bidder has to factor total 9 man months for OEM resources per solution
Note 1 - Bidder has to factor Enterprise Architects for a period of 12 months



S.No	Application Software ATS	Year 1			Year 2			Year 3			Year 4			Year 5			Year 6			Total Amount (6 years) (INR)
		Base product cost	Percentage rate	Total Amt (INR)	Base product cost	Percentage rate	Total Amt (INR)	Base product cost	Percentage rate	Total Amt (INR)	Base product cost	Percentage rate	Total Amt (INR)	Base product cost	Percentage rate	Total Amt (INR)	Base product cost	Percentage rate	Total Amt (INR)	
1	DMS Solution						-			-			-			-			-	-
2	LOS Solution						-			-			-			-			-	-
3	EWS Solution						-			-			-			-			-	-
4	Collection & Recovery Module						-			-			-			-			-	-
5	Any Other, Please specify						-			-			-			-			-	-
	Total ATS Cost						-			-			-			-			-	-



Resource Description	Cost/ man Month (a)	No of man Months (b)	No of Resources ©	Total Cost = (a*b*c)
BPR (DMS)		6	4	-
BPR (LLMS)		7	4	-
BPR(EWS)		4	2	-
PMA		72	2	-
Total Resource Cost				-



S.No		Year 1			Year 2			Year 3			Year 4			Year 5			Year 6			Total Amount (6 years) (INR)
		Rate per resource/ye ar* a	No. of Personnel - b	Total Amt (INR) = a x b	Rate per resource/ye ar* a	No. of Personnel - b	Total Amt (INR) = a x b	Rate per resource/ye ar* a	No. of Personnel - b	Total Amt (INR) = a x b	Rate per resource/ye ar* a	No. of Personnel - b	Total Amt (INR) = a x b	Rate per resource/y ear* a	No. of Personnel - b	Total Amt (INR) = a x b	Rate per resource/y ear* a	No. of Personnel - b	Total Amt (INR) = a x b	
FM-Manpower & Project Management Cost																				
2	Level 1 - support agents		5	-	5	-	5	-	5	-	5	-	5	-	5	-	5	-	5	-
3	Level 2 - DMS		3	-	3	-	3	-	3	-	3	-	3	-	3	-	3	-	3	-
4	Level 2 - LLMS		4	-	4	-	4	-	4	-	4	-	4	-	4	-	4	-	4	-
5	Level 2 - EWS		2	-	2	-	2	-	2	-	2	-	2	-	2	-	2	-	2	-
6	Level 2 - DR		1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-
7	Project Director		1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-
8	Helpdesk Manager		1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-
9	Database Administrator		2	-	2	-	2	-	2	-	2	-	2	-	2	-	2	-	2	-
10	Any Other Facility management personnel pls specify			-		-		-		-		-		-		-		-		-
Total FM Manpower Cost				-		-		-		-		-		-		-		-		-

1. Bidder shall at minimum deploy the resources as per the minimum resources mentioned in the FM-Manpower tab. Bidder should independently arrive at the sizing and deployment plan to meet the RFP requirements (As per scope of work and SLAs) adhering the minimum deployment level proposed by the bank. Bidder shall deploy resources at no extra cost if the bidder's proposed deployment do not meet the RFP requirements and SLAs

* - A month will consist of 22 working days. The resource availability should be full time dedicatedly for respective month. Payments will be made on pro rata basis monthly.
FM-Manpower & Project Management Cost should start post go live



Sl. No.	Training Type	Min. No. of Days /Weeks per Batch	Batches	No. of Trainees per batch	Rate per batch (INR)	Total Amount for 5 years (INR)
1	Executive Awareness (LLMS, DMS and EWS)		1	10		-
2	Core Team training (DMS)		1	20		-
3	Train the trainers (DMS)		2	5		-
4	Core Team training (LLMS)		1	25		-
5	Train the trainers (LLMS)		2	10		-
6	Core Team training (EWS)		1	20		-
7	Train the trainers (EWS)		1	10		-
5	Training template preparation Changes - DMS					-
6	Training template preparation Changes - LLMS					-
7	Training template preparation Changes - EWS					-
8	Training template preparation Changes - Collections / Recovery module					-
9	Any other (Please specify)					-
Total Training Cost						-



S.No	Description	Unit of Measurement	Year 1			Year 2			Year 3			Year 4			Year 5			Year 6			Total Amount for 6 years (INR)
			Man-days	Per Man-day Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	Qty	Rate	Total Amt (INR)	
	Additional Customization Effort- The Bidders have to provide the man day rate applicable across the contract period.																				
1	Cost per man day - Blended rate*	Per Man Day	200		-																-
	Total Customization Cost																				

Note * - Blended rate should include 50% senior resource with 7 year experience and 50% junior resources with 4 year experience with similar experience valid for the period of contract.