

**BID EVALUATION CHART AS PER GUIDELINES**

SN	PARTICULARS	MAX SCORE	Scoring Method	KPMG		WIPRO		PWC		UTI		REMARKS
				Project	Score	Project	Score	Project	Score	Project	Score	
<b>1</b>	<b>Experience of the Firm / India Operations</b>	<b>30</b>										
<b>1.1</b>	Experience of providing consultancy for IT projects (activities must include DPR preparation, program planning, FRS creation, RFP preparation and bid process management): Number of such projects each is exceeding a consulting fee of <b>Rs. 30 lakhs</b> with Government/Public Sector units.	6	3-5:4 6-9:5 ≥10:6	11	<b>6</b>	22-25	<b>6</b>	13	<b>6</b>	6	<b>5</b>	
<b>1.2</b>	Experience of providing consulting services for existing e-Governance projects. Please provide the number of such projects exceeding a consulting fee of <b>Rs. 30 lakhs</b>	4	3-4:2 5-6:3 ≥7:4	8	<b>4</b>	9	<b>4</b>	10	<b>4</b>	5	<b>3</b>	
<b>1.3</b>	Consulting experience involving the preparation of <i>Detailed Project Reports (DPR)</i> for IT projects. Please provide the number of such projects exceeding a consulting fee of <b>Rs. 20 lakhs</b>	4	2:1 3:2 4:3 ≥5:4	7	<b>4</b>	11	<b>4</b>	6	<b>4</b>	2	<b>1</b>	
<b>1.4</b>	Number of IT projects with experience in Bid Process Management / selection of a private vendor	4	2:1 3:2 4:3 ≥5:4	5	<b>4</b>	9	<b>4</b>	9	<b>4</b>	4	<b>3</b>	
<b>1.5</b>	Experience in Project Management for IT projects (must include all key components of an IT system including application, hardware, connectivity and data centre, system integration and commissioning, etc.). Please provide the number of such projects exceeding a consulting fee of <b>Rs. 50 lakhs</b>	5	3-4:3 3-4:4 ≥5:5	5	<b>5</b>	9	<b>5</b>	12	<b>5</b>	3	<b>4</b>	

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				Project	Score	Project	Score	Project	Score	Project	Score	
1.6	Experience in post-implementation SLA monitoring (for projects such as n 2.5 above) for IT projects. Please provide the number of such projects exceeding a consulting fee of Rs. 50 lakhs	2	1-2:1 >=3:2	3	2	6	2	5	2	6	2	
1.7	Commercial Value of the Top-4 e-Governance projects: the average commercial value of the Top-4 e-Governance projects (in rupees lakhs) will be considered for evaluation.	Average of 4 top e-projects	30-75L:3 75-150L:4 >=150L:5	> 1000 > 800 > 270 > 200  2270/4 > 500L	5	346 240 316 195  1097/4 ~ 250L	5	900 695 323 272  2190/4 ~ 547L	5	>18000 > 100 > 300 > 100  18500/4 > 4625L	5	
	<b>Sub - Total</b>				<b>30</b>		<b>30</b>		<b>30</b>		<b>23</b>	
<b>2</b>	<b>Proposed methodology and Work Plan</b>	<b>Score 30</b>	<b>Cut-off 18</b>									
2.1	Understanding of the objectives of the assignment: The extent to which the consultant's approach and work plan respond to the objectives indicated in this RFP.	10	6	3		4		5		2		<b>G</b>
2.2	Completeness and responsiveness: The extent to which the proposal responds exhaustively to all the requirements of all the Terms of Reference	10	6	3		5		5		2		<b>G</b>
2.3	Proposed Project Plan detailing out dependencies and assumptions with action plan.	10	6	3		4		4		2		<b>G</b>
	<b>Sub - Total</b>				<b>9</b>		<b>13</b>		<b>14</b>		<b>6</b>	

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3	Profiles proposed for key roles	40	Cut-off					
3.1	Team propose for State							
	The team proposed will be evaluated on the following parameters:							
	• Skill set mix proposed	10	6	2	2	2	2	
	• Number of consultants in the team			2	2	2	2	
	• Presence of experts in the team			2	2	2	2	
	<b>Sub - Total</b>			<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	
3.2	<p>Profiles of proposed Team Members</p> <p>The bidder shall provide CVs of personnel for key roles required to be staffed by the SPMC</p> <p>The short listed consultant would be required to deploy an appropriate Team at the state / UT consisting Project Manager, Subject Specialists and Team members, etc.</p> <p>For the purposes of evaluation, please provide CVs of the following profiles:</p> <ul style="list-style-type: none"> <li>• Project Manager</li> <li>• Senior Consultant</li> <li>• Consultant (including technical consultants)</li> <li>• Technical Lead</li> <li>• Any other experts</li> </ul> <p>Each CV will be evaluated on the basis of the following parameters. Percentage credit for the parameter is provided in parentheses.</p>							

SN	PARTICULARS	MAX SCORE	Scoring Method	KPMG	WIPRO	PWC	UTI	REMARKS
	• Academic qualifications – degrees and academic institutes (20%)	30	3.5	3	3.5	3.5	3.5	
	• Years of total consulting experience (20%)		4	3	3	3	4	
	• Number of relevant projects worked in (20%)		3.5	3	3.5	3	3	
	• Breadth of experience (breadth of roles served in relevant projects) (20%)		3.5	3.5	3.5	3.5	3.5	
	• Number and the level of consulting staff proposed to be deployed in each State/UT for a model State (details provided later in this RFP) (20%)		3.5	(details provided later in this RFP) (20%)	(details provided later in this RFP) (20%)	(details provided later in this RFP) (20%)	(details provided later in this RFP) (20%)	
	<b>Sub - Total</b>			<b>12.5</b>	<b>13.5</b>	<b>13.0</b>	<b>14.0</b>	

**OVERALL TOTAL OF THE TECHNICAL SCORE**

SN	Abstract Sub – Totals	Total Score	Cut-off Score	KPMG	WIPRO	PWC	UTI
<b>1</b>	<b>1.1 – 1.7</b>			30	30	30	23
<b>2</b>	<b>2.1 – 2.3</b>			9	13	14	6
<b>3</b>	<b>3.1</b>			6	6	6	6
<b>4</b>	<b>3.2</b>			12.5	13.5	13	14
	<b>Total</b>	<b>100</b>	<b>75</b>	<b>57.5</b>	<b>62.5</b>	<b>63</b>	<b>49</b>

**C.V. OF EACH INDIVIDUAL OF PROJECT TEAM**  
**(Ref. 3.2)**

Post / Designation	KPMG				WIPRO				PWC				UTI			
	Qualification	Institute / university	Number of projects worked	Work Experience	Qualification	Institute / university	Number of projects worked	Work Experience	Qualification	Institute / university	Number of projects worked	Work Experience	Qualification	Institute / university	Number of projects worked	Work Experience
<b>Project Manger</b>	MBA, LLB	Symbiosis, Pune	4	14	BE, PGDM	Mumbai University	10	12	MBA	IIM, Kolkatta	4	13	M.Tech	IIT Kharagpur	5	29
<b>Senior Consultant</b>	eGPX, BE (Electronics)	Mumbai University	5	10	MCA	Periyar University	7	7	MCA	IGNOU	5	10	LLB, MSW	Bangalore University	4	36
<b>Consultant</b>	MBA, BCA	Symbiosis, Pune	5	3	B.Tech., MBA	ICFAI (IBS)	9	4	B.Tech. Chemical	IIT, Kanpur	4	3	MSc Computer Science & Operational Research	Delhi University	3	12
<b>Technical Leader / Expert</b>	BSc	Mumbai University	4	14	BE, MS Electronics	BITS, Pilani	5	11	B.Tech, MBA	IIT Chennai, Delhi University	4	6	BE	Karnataka University	3	23

## **PROPOSED METHODOLOGY AND WORK PLAN**

**(Ref: 2.1 – 2.3)**

### **KPMG**

1. Understanding of the objective of the assignment KPMG had specified about the approach and methodology on a general pattern. It includes as is study, best practices project management plan preparation of (request for proposal) bid process management. The report did not elaborate on data management, assessment study, implementation planning support and the proposed methodology. (3)
2. Completeness and responsiveness KPMG report doesn't carry detailed study on the assessment study regarding stockholders, phasing of the functionality, data migration strategy, capacity building, change management requirement, overall implementation plan. (3)
3. Proposed project plan: KPMG report doesn't carry detailed study on the proposed project plan.(3)

### **WIPRO**

1. Understanding of the objective of the assignment WIPRO report carries a detailed study on the policing system, objectives of CCTNS, the detailed understanding of the project, the proposed challenges in detail. The report also carries detailed account on major turn key projects handled by WIPRO. (4)
2. Completeness and responsiveness WIPRO report mention about the work plan, strategy, and proposed methodology analysis as part of solution design and programme management framework (5)
3. Proposed project plan: WIPRO accounts detailed description about the work plan, project organization and the strategy for project management. (4)

### **PWC**

1. Understanding of the objective of the assignment PWC report carries comprehensive report on the objectives of CCTNS which include a four stage frame work viz assess design and build, manage and support the report also carries information about as-is assessment, and proposed project planning (5)
2. Completeness and responsiveness PWC identifies all the stock holders, methodology for selection of system integrator, bid management and programme management. (5)
3. Proposed project plan: PWC report carries a detailed account on project management support, project and business management frame work and proposed project plan.(4)

### **UTI**

1. Understanding of the objective of the assignment UTI had not mentioned the details about the objective of the project. The project only contains a very general approach on project management. (2)
2. Completeness and responsiveness UTI report doesn't mentioned about assessment study on the assessment study regarding stockholders, phasing of the functionality, data migration strategy, capacity building, change management requirement, overall implementation plan. (2)
3. Proposed project plan: UTI report doesn't carry about the specific implementation strategy it briefs about the general project management (2).

**PROJECT TEAM COMPOSITION FOR CCTNS PROJECT**  
**(Ref. 3.1)**

<b>PROJECT TEAM</b>	<b>KPMG</b>		<b>WIPRO</b>		<b>PWC</b>		<b>UTI</b>	
	DESIGNATION	NUMBERS	DESIGNATION	NUMBERS	DESIGNATION	NUMBERS	DESIGNATION	NUMBERS
<b>NUMBER OF RESOURCE PERSONS PROPOSED</b>	Project Manger	One (1)	Project Manger	One (1)	Project Manger	One (1)	Project Manger	One (1)
	Senior Consultant	One (1)	Senior Consultant	One (1)	Senior Consultant	One (1)	Senior Consultant	One (1)
	Consultant	One (1)	Consultant	One (1)	Consultant	One (1)	Consultant	Two (2)
	Technical Expert	One (1)	Technical Expert	One (1)	Technical Leader / Senior Consultant	One (1)	Technical Expert	Nil
<b>TOTAL PERSONS</b>		Four (4)		Four (4)		Four (4)		Four (4)

**QUALITY AND COST BASED SELECTION (QCBS)**  
**(Technical: Financial = 70:30) subject to negotiation**

FIRM	Fm (Least quoted) (T + 28 weeks)				Financial score	Technical Score	Sf Calculation
					Sf	St	$Sf = 100 * Fm / F$
	Per Month	Resource persons	Period	Quoted			The least bid is taken as 100
KPMG	5,15,000	3	5 months	19,85,400	77.75	57.5	$(15,43,693 \times 100) / 19,85,400 = 77.75$
<b>WIPRO</b>	<b>5,33,000</b>	<b>3</b>	<b>4 months</b>	<b>15,43,693</b>	<b>100.00</b>	<b>62.5</b>	<b>Lowest quoted - Fm</b>
PWC	4,98,571	4	7 months	34,90,000	44.23	63.0	$(15,43,693 \times 100) / 34,90,000 = 44.23$
UTI	2,97,810	4	7 months	20,84,670	74.04	49.0	$(15,43,693 \times 100) / 20,84,670 = 74.04$

**Note:** Fm - Lowest financial proposal / Sf - Financial Score / F - Proposed financial value

**RESULT OF THE BID**

FIRM	Sf (Financial score)	St (Technical Score)	Final Score $S = St(0.7) + Sf(0.3)$	Rank	S calculation
KPMG	77.75	57.5	63.57	2	$(77.75 \times 0.3) + (57.5 \times 0.7) = 63.57$
<b>WIPRO</b>	<b>100.00</b>	<b>62.5</b>	<b>73.75</b>	<b>1</b>	<b><math>(100 \times 0.3) + (62.5 \times 0.7) = 73.75</math></b>
PWC	44.23	63.0	57.36	3	$(44.23 \times 0.3) + (63 \times 0.7) = 57.36$
UTI	74.04	49.0	56.51	4	$(74.04 \times 0.3) + (49 \times 0.7) = 56.51$

**Result: The qualified firm as per QUALITY AND COST BASED SELECTION (QCBS) is WIPRO**