

Pre-qualification criteria - Port Enterprise Business System (Port-EBS)

S. No	Criteria	Pre-qualification Criteria description	Required documentary evidence	Applicability
1.	Financial Strength	<p>The bidder should have an average annual turnover of at least INR 500 Crores in last 3 financial years (FY 2013-14, 2014-15 and 2015-16).</p> <p>* For conversion of US Dollars to Rupees, the rate of conversion shall be Rupees 68.37 [Rupees Sixty eight point three seven] to a US Dollar. In case of any other currency, the same shall first be converted to US Dollars as on the date 60 (sixty) days prior to the Application Due Date, and the amount so derived in US Dollars shall be converted into Rupees at the aforesaid rate. The conversion rate of such currencies shall be the daily representative exchange rates published by the International Monetary Fund for the relevant date.</p>	<ul style="list-style-type: none"> • Extracts from the audited Balance sheet and Profit & Loss statements <p>And</p> <ul style="list-style-type: none"> • Certificate from the Statutory Auditor as per format "PQ Form 3" 	<p>Single Bidder- Bidder</p> <p>Consortium- All Consortium members jointly</p>
2.		<p>The bidder should have positive net worth for last three years as of March 31, 2016.</p> <p>For the purpose of this criterion, net-worth of only the bidding entity will be considered. Net-Worth of any parent, subsidiary, associated or other related entity will not be considered.</p> <p>Net Worth shall mean (Subscribed and Paid-up</p>	<p>Duly certified statement from the auditor for the last 3 financial years as per format "PQ Form 3"</p>	<p>Single Bidder- Bidder</p> <p>Consortium- Lead Bidder</p>

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		Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + reserves not available for distribution to equity shareholders).		
3.	Incorporation of the Firm, Legal Entity	<p>The bidder could be</p> <ul style="list-style-type: none"> • A company incorporated in India under the Companies Act, 1956 or Companies Act 2013 (as amended till date), and subsequent amendments thereto <p>Or</p> <ul style="list-style-type: none"> • An entity registered under LLP Act 2008 and subsequent amendments thereto. <p>Or</p> <ul style="list-style-type: none"> • Partnership firms registered under Indian Partnership Act, 1932 <p>The bidder should have been operating for the last five years as on the date of publishing of tender notice (including name change/ impact of mergers or acquisitions).</p>	Copy of Certificate of Incorporation	<p>Single Bidder- Bidder</p> <p>Consortium- Lead Bidder</p>
4.	Criteria related to Government Regulation	The Bidder shall not be declared ineligible for corrupt & fraudulent practices either indefinitely or for a particular period of time by any State/Central Government/ PSU/ Autonomous Body (Under Any government law) in India as	An undertaking from Authorized Signatory as per format "PQ Form 7"	<p>Single Bidder- Bidder</p> <p>Consortium- All Consortium members</p>

S. No	Criteria	Pre-qualification Criteria description	Required documentary evidence	Applicability
		on last date of submission of the Bid.		
5.	Criteria related to Quality of Service Delivery	<p>The bidder should have been assessed for a Capability Maturity Model Integration (CMMi) Level 5.</p> <p>The assessment should be valid as on the last date of bid submission. In case of expiry of current assessment within nine months, the bidder shall provide a certificate from the Software Engineering Institute (SEI), USA auditor that reassessment for the same or higher level is commenced.</p>	<p>Copy of valid certificate issued to the Bidding Organization by respective agencies.</p> <p>Note: Organizations that are being currently assessed for the requisite certification level shall not be considered.</p>	<p>Single Bidder- Bidder</p> <p>Consortium- Lead Bidder</p>
6.	Large Turnkey Project	<ul style="list-style-type: none"> The Bidder must have experience of successful Go-Live / completed project during the last seven years (as on the last date of bid submission) in one project having large IT system integration projects and related IT services implementation of project value of INR 160 crores and above <p>Or</p> <ul style="list-style-type: none"> The Bidder must have experience of successful Go-Live / completed project during the last seven years (as on the last date of bid submission) in two projects having large IT system integration projects and related IT services implementation of 	<ul style="list-style-type: none"> Work Order + Completion Certificates from the client; <p>OR</p> <ul style="list-style-type: none"> Work Order + Self Certificate of Completion (Certified by the Statutory Auditor); <p>OR</p> <ul style="list-style-type: none"> Work Order + Phase Completion Certificate (for ongoing projects) 	<p>Single Bidder- Bidder</p> <p>Consortium- Lead Bidder</p>

S. No	Criteria	Pre-qualification Criteria description	Required documentary evidence	Applicability
		<p>project value of INR 120 crores and above</p> <p>Or</p> <ul style="list-style-type: none"> The Bidder must have experience of successful Go-Live / completed project during the last seven years (as on the last date of bid submission) in three projects having large IT system integration projects and related IT services implementation of project value of INR 100 crores and above <p>The IT system integration projects shall necessarily include Application development/customization/ configuration, IT infrastructure procurement, deployment and maintenance including DC and DR environment management.</p> <p>For the project cited, the IT infrastructure should have been deployed and the project should be successfully operational (after project Go-Live).</p>	<p>from the client</p> <p>Please provide project details as per format "PQ Form 5"</p>	
7.	Project Experience- ERP	The Bidder must have System Integrator experience of successful Go-Live / completed project during the last seven years (as on the last date of bid submission) in one project having ERP and related IT services	<ul style="list-style-type: none"> Work Order + Completion Certificates from the client; <p>OR</p>	<p>Single Bidder- Bidder</p> <p>Consortium- Lead Bidder</p>

S. No	Criteria	Pre-qualification Criteria description	Required documentary evidence	Applicability
		<p>implementation of project value of INR 40 crores and above</p> <p>Or</p> <p>The Bidder must have System Integrator experience of successful Go-Live/ completed project during the last seven years (as on the last date of bid submission) in two projects having ERP and related IT services implementations, each of project value of Rs 30 crores and above</p> <p>Or</p> <p>The Bidder must have System Integrator experience of successful Go-Live/ completed project during the last five years (as on the last date of bid submission) in three projects having ERP and related IT services implementations , each of project value of Rs 20 crores and above</p>	<ul style="list-style-type: none"> • Work Order + Self Certificate of Completion (Certified by the Statutory Auditor); <p>OR</p> <ul style="list-style-type: none"> • Work Order + Phase Completion Certificate (for ongoing projects) from the client • <p>Please provide project details as per format "PQ Form 5"</p>	
8.	Criteria related to Man-Power Capability of Bidder	The bidder should have a team of at least 100 full time ERP consultants on its payroll having experience in implementing the major modules / solution components of any ERP product.	Undertaking from authorized signatory	Single Bidder- Bidder Consortium- Lead Bidder
9.	Criteria related to the ERP Product Proposed by the Bidder	The bidder should have an active partnership agreement with the OEM of the proposed ERP solution to provide implementation services to implement the proposed solution in India.	Copy of Agreement OR Authorization Letter with document	Single Bidder- Bidder Consortium- Lead

S. No	Criteria	Pre-qualification Criteria description	Required documentary evidence	Applicability
			duly self-attested by Bidder and OEM Please provide as per format "PQ Form 8"	Bidder
10.		The proposed ERP product should have been successfully implemented in at least 5 large ports (each of them catering to at least 50 MMT per annum or 1 M TEU container traffic) over the last seven years as on last date of bid submission.	Details of Experience of OEM / Project Citation for projects supported with Work order and Proof of Go-live / Project completion certificates from client Please provide details as per format "PQ Form 5"	Single Bidder- ERP OEM Consortium- ERP OEM
11.	Criteria for ERP OEM	The OEM for ERP should have a registered office in India.	Copy of certificate of registration of Product OEM	Single Bidder- ERP OEM Consortium- ERP OEM
12.	Other Criteria	The bidder / Lead Bidder in case of consortium must submit EMD (Refer Proposal Data Sheet for amount) to IPA as per tender format	Bank Guarantee against EMD shall be submitted by Bidder Please provide as per format "PQ Form 4"	Single Bidder- Bidder Consortium- Lead Bidder
13.		MoU between lead bidder and Consortium members shall have to be submitted as per the	MoU agreement	Single Bidder- Not Applicable

S. No	Criteria	Pre-qualification Criteria description	Required documentary evidence	Applicability
		conditions of consortium	Please provide as per format "PQ Form 6"	Consortium- All consortium members jointly
14.		The bidder must submit Tender fees in form of Demand Draft (DD) to IPA.	Demand Draft of Tender fees shall be submitted by Bidder	Single Bidder- Bidder Consortium- Lead Bidder
15.	Criteria for Port Operations Solution	Port operations solution should meet the criteria given in table below	As per table	Single Bidder – Bidder Consortium – Port Operations Solution Provider

Pre-qualification Criteria – Port Operations Solution

##	Criteria	Criteria description	Required documentary evidence	Applicability
1	Financial Strength	The bidder should have an average annual turnover of at least INR 50 Crores in last 3 financial years (FY 2013-14, 2014-15 and 2015-16).	<ul style="list-style-type: none"> • Extracts from the audited Balance sheet and Profit & Loss statements And • Certificate from the Statutory Auditor 	Single Bidder – Bidder Consortium – Port Operations Solution Provider

##	Criteria	Criteria description	Required documentary evidence	Applicability
2	POS solution	<p>The POS solution should have been successfully implemented in at least 5 ports / terminals covering following over the last TEN years as on last date of bid submission.</p> <p>a. Marine Operations b. Cargo Operations involving different types of cargo Break-bulk OR Bulk OR Cargo OR Liquid</p>	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; OR • Work Order + Self-Certificate of Completion (Certified by the Statutory Auditor); OR • Work Order + Phase Completion Certificate (for ongoing projects) from the client 	<p>Single Bidder – Bidder</p> <p>Consortium – Port Operations Solution Provider</p>
3	Manpower Capability	The bidder should have a team of at least 60 POS consultants on its payroll having experience in implementing the POS solution	<ul style="list-style-type: none"> • Undertaking from authorized signatory 	<p>Single Bidder – Bidder</p> <p>Consortium – Port Operations Solution Provider</p>
4	Integration capabilities	At least 5 projects where POS solution has been implemented and integrated with any industry leading ERP solutions (as per Leaders and Challengers as per Gartner Magic Quadrant in 2015 or 2016)	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; OR • Work Order + Self-Certificate of Completion (Certified by the Statutory Auditor); OR • Work Order + Phase Completion Certificate (for ongoing projects) from the client 	<p>Single Bidder – Bidder</p> <p>Consortium – Port Operations Solution Provider</p>

Schedule I

Section	Evaluation Criteria for EBS solution	Max Marks
A	Bidder Experience	400
A.1	Large Scale Project Implementation	100
A.2	ERP Project Implementation	100
A.3	Cloud Experience	80
A.4	Networking Experience	60
A.5	Mobile Application Development	60
B	Resources Requirements	300
B.1	Project Manager (nos. 1)	30
B.2	Port Lead (nos. 6)	90
B.3	ERP expert for modules proposed- (nos. 10)	90
B.4	Solution Architect (nos. 1)	30
B.5	Network Architect (nos. 1)	30
B.6	Data Centre Specialist (nos. 1)	30
C	EBS Solution	200
C.1	Presentation	50
C.2	Functional Requirement Specifications - Non-POS	150
D	Approach and Methodology	100
	TOTAL	1000

Schedule II

Section	Evaluation Criteria for Port operations solution	Max Marks
A	Bidder Experience	500
1	No of implementations for the port operations solution being proposed. Implementation should include either Marine Operations or Cargo Operations	150
2	Must have a minimum of five years' experience operating a maritime terminal operation or comparable experience.	100
3	Integration with standard ERP software present in leader quadrant of Gartner's Magic Quadrant (as per Leaders and Challengers as per Gartner Magic Quadrant in 2015 or 2016)	50
4	Previous Implementation of mobile applications for following functions: Pilots, Tugs/craft, operators, Tally clerks, Gate Operators, Customer	100
B	POS solution	500
1	Fitness to functional requirement specifications. Previous implemented features shall get higher marks	200
2	Demonstration of solution across following points. Specific scenarios will be provided along with the invite for demonstrations	150
3	IT continuity solution for port operations solution in case of network failures, etc.	25
4	User friendliness of the interface with graphical assistance, etc. Requirement to reduce the number of inputs required to be carried out by the operators	100
5	Innovative suggestions provided to cater to various needs within the system	25
	TOTAL	1000

Ratio of technical score from Schedule I (Port-EBS) will be 60% and 40% for Schedule II (POS). The bidder would be technically evaluated out of 1,000 marks for each schedule. All the bidders who secure overall minimum of 75% (750 Marks out of 1,000 across all the components together for each schedule) will be considered as technically qualified.

Method of evaluation of selection of successful Bidder and award of Contract to bidder shall be on QCBS basis.

Technical Evaluation Criteria - Port Enterprise Business System (Port-EBS)

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
TOTAL		1,000	
A	Bidder Experience	400	
A.1	<p>The Bidder / Lead bidder must have System Integrator experience of large successful Go-Live/ completed project during the last ten years (as on the last date of bid submission). The implementation must include application development/ customization and any 2 of the following:</p> <ul style="list-style-type: none"> • Third Party Cloud Data center setup and operations • Network Setup and Management • Training & Capacity Building • Digitization • Operation and maintenance services <p>All the above listed aspects shall be covered across a single project. <u>15% marks per project will be allotted. The bidder can submit a maximum of 4 projects.</u> Maximum 60% marks will be awarded. <u>Additionally marks will be awarded as follows for the above considered projects:</u></p> <ul style="list-style-type: none"> • In case the above said experience is for a State/ Central Government / PSU / Autonomous Body (Under Any 	100	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Work Order + Self Certificate of Completion (Certified by the Statutory Auditor); <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Work Order + Phase Completion Certificate (for ongoing projects) from the client <p>Please provide project details as per format "Tech Form 9"</p>

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
	<p>government law) – 5% Additional Marks per project. Maximum 20% marks will be awarded.</p> <ul style="list-style-type: none"> In case the value of the above cited experience is > 250 Crores each – 5% Additional Marks per project. Maximum 20% marks will be awarded. 		
A.2	<p>The Bidder / Any member of consortium must have System Integrator experience of successful Go-Live / completed project during the last ten years (as on the last date of bid submission) having ERP and related IT services implementation of project. Each implementation must include any 4 of the following:</p> <ul style="list-style-type: none"> Human Resources Management Material Management Finance Management Project Management Asset Management Estate Management Plant Maintenance Procurement Management <p>All the above listed aspects shall be covered across a single project.</p> <p><u>30% marks per project will be allotted. A bidder can submit maximum of 2 projects. Maximum 60% marks will be awarded.</u></p> <p><u>Additionally marks will be awarded as follows for the above considered projects:</u></p>	100	<ul style="list-style-type: none"> Work Order + Completion Certificates from the client; <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> Work Order + Self Certificate of Completion (Certified by the Statutory Auditor); <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> Work Order + Phase Completion Certificate (for ongoing projects) from the client <p>Please provide project details as per format “Tech Form 9”</p>

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
	<p>In case the above said experience is for a State/ Central Government / PSU / Autonomous Body (Under Any government law) – 20% Additional Marks per project. Maximum 40% marks will be awarded.</p> <p>Here, System Integrator shall necessarily mean projects where scope of work includes Application Development / Customization Services and Maintenance Services.</p>		
A.3	<p>The Bidder / Any member of the consortium should have experience in setting-up cloud solution in India during the last ten years.</p> <p>Cloud Solution set-up would mean where the Bidder has, procured, installed and commissioned Cloud Infrastructure (Hardware and Software).</p> <p><u>50% marks per project will be allotted. A bidder can submit maximum of 2 projects.</u></p>	80	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Work Order + Self Certificate of Completion (Certified by the Statutory Auditor); <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Work Order + Phase Completion Certificate (for ongoing projects) from the client <p>Please provide project details as per format “Tech Form 9”</p>

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
A.4	<p>The bidder / Any member of the consortium should have been carrying/ carried out WAN / LAN System Integration (Supply, installation, management & support of Active & Passive System) and related services in networking field in India in the last ten years.</p> <p><u>50% marks per project will be allotted. A bidder can submit maximum of 2 projects.</u></p>	60	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Work Order + Self Certificate of Completion (Certified by the Statutory Auditor); <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Work Order + Phase Completion Certificate (for ongoing projects) from the client <p>Please provide project details as per format "Tech Form 9"</p>
A.5	<p>The bidder / Any member of the consortium must have experience in Designing, developing and integrating mobile applications on diverse platforms (Android, iOS, Windows, etc.) during the last ten year.</p> <p><u>50% marks per project will be allotted. A bidder can submit maximum of 2 projects.</u></p>	20	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Work Order + Self Certificate of Completion (Certified by the Statutory Auditor); <p style="text-align: center;">OR</p> <p>6Work Order + Phase Completion Certificate (for ongoing projects) from</p>

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
			<p>the client</p> <p>Please provide project details as per format "Tech Form 9"</p>
B	Resource Requirements	300	
B.1	<p>Project Manager (Full Time)</p> <ul style="list-style-type: none"> • BE / B.Tech / MCA / M.Tech / MBA with at least 20 years' of Total work experience (Mandatory Conditions) <p>Award of marks will be as follows:</p> <ul style="list-style-type: none"> • Experience of implementing end to end Projects for scope as defined in the criteria A.1.1 <ul style="list-style-type: none"> ○ ≥ 2 Projects – 30% Marks ○ < 2 – 0 Marks • Experience of implementing end to end Projects for scope as defined in the criteria A.1.2 <ul style="list-style-type: none"> ○ ≥ 2 Projects – 30% Marks ○ < 2 – 0 Marks • Experience of Projects dealing with Sea Port Sector <ul style="list-style-type: none"> ○ ≥ 2 Projects – 10% Marks 	30	<p>Signed Technical Bid</p> <p>Please provide resource details as per format "Tech Form 3"</p>

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
	<ul style="list-style-type: none"> ○ > 1 Project – 5% Marks ● Experience of implementing a single project across more than 3 locations within the same country- 10% Marks. If no such experience- 0 Marks ● Experience of implementing end to end Projects in PSU/ Government Bodies/ Autonomous Organizations (Under any Indian Government law) in India <ul style="list-style-type: none"> ○ >= 2 Projects – 10% Marks ○ < 2 – 0 Marks ● Certifications: PMP / Prince2 Certification. Documentary proof to be submitted. <ul style="list-style-type: none"> ○ Certified: 5% Marks ○ Not Certified: 0 Marks 		
B.2	<p>Project Lead- Port 1 (nos. 6 – 15 marks for each individual profile)</p> <ul style="list-style-type: none"> ● BE / B.Tech / MCA / M.Tech / MBA with atleast 10 years' of total work experience <p>Award of Marks shall be as follows:</p> <ul style="list-style-type: none"> ● Experience of leading large scale ICT projects each worth atleast INR 20 Crores <ul style="list-style-type: none"> ○ >= 2 Projects – 20% Marks ○ < 2 – 0 Marks – 0 Marks ● Experience of managing projects in government /PSU/ Private Sector 	90	<p>Signed Technical Bid</p> <p>Please provide resource details as per format “Tech Form 3”</p>

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
	<ul style="list-style-type: none"> ○ >3 Projects- 30% Marks ○ 1 to 2 Projects- 20% Marks ○ 0 Projects- 0 ● Experience of working for sea port projects <ul style="list-style-type: none"> ○ 2 Projects- 20% Marks ○ 1 Project- 10% Marks ○ 0 Project- 0 Marks 		
B.3	<p>Functional Leads- ERP expert for modules proposed (nos. 10 – 9 marks for each individual profile)</p> <ul style="list-style-type: none"> ● BE / B.Tech / MCA / M.Tech / MBA with atleast 8 years' of total work experience <p>Award of Marks shall be as follows:</p> <ul style="list-style-type: none"> ● Experience in end to end implementation of HR Module of the proposed ERP Product. <ul style="list-style-type: none"> ○ ≥ 5 Projects- 50% Marks ○ ≥ 3 Projects- 30% Marks ○ < 3 Projects- 0 marks ● Certifications: Certification in proposed function / Product offered. Documentary proof to be submitted. Documentary proof to be submitted. <ul style="list-style-type: none"> ○ Certified: 20% Marks ○ Not Certified: 0 Marks 	90	<p>Signed Technical Bid</p> <p>Please provide resource details as per format "Tech Form 3"</p>

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
B.4	<p>Solution Architect with 12 years' work experience (nos. 1)</p> <p>Award of marks will be as follows:</p> <ul style="list-style-type: none"> • Experience as Solution Architect in large Turnkey projects each of them being of value more than 25 Cr. <ul style="list-style-type: none"> ○ Number of projects >= 5 - 30% Marks ○ 3 to 4 – 15% Marks ○ < 3 – 0 Marks • Experience: Number of Government / PSU Projects <ul style="list-style-type: none"> ○ > = 4 – 30% Marks ○ 1 to 3 – 20% marks ○ < 1 – 0 Marks • Certifications: TOGAF Documentary proof to be submitted. <ul style="list-style-type: none"> ○ Certified: 5% Marks ○ Not Certified: 0 Marks 	30	<p>Signed Technical Bid</p> <p>Please provide resource details as per format “Tech Form 3”</p>
B.5	<p>Network Architect (nos. 1)</p> <ul style="list-style-type: none"> • BE / B.Tech / MCA / M.Tech with atleast 10 years' work experience <p>Award of marks will be as follows:</p> <ul style="list-style-type: none"> • Years of Experience- <ul style="list-style-type: none"> ○ More than 15 years- 50% marks ○ >=10 and < 15 Years- 30% Marks ○ <10 years- 0 Marks 	30	<p>Signed Technical Bid</p> <p>Please provide resource details as per format “Tech Form 3”</p>

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
	<ul style="list-style-type: none"> • Certification- CCNA/CWNA/CCNP Certified- 20% Marks Not Certified- 0 Marks 		
B.6	<p>Data Centre Specialist (nos.1) Engineer with experience in Cloud Computing technologies (IAAS/ PAAS / SAAS) with atleast 10 years' of work experience.</p> <p>Award of marks will be as follows:</p> <ul style="list-style-type: none"> • Experience in large scale Data Centre design and implementation. <ul style="list-style-type: none"> ○ \geq 8years – 50% Marks ○ $> = 5$ years < 8 years – 25% Marks ○ < 3 years – 0 Marks • Experience of managing projects where third party cloud data centre was integral part of the project scope of work <ul style="list-style-type: none"> ○ ≥ 3 Projects – 20% Marks ○ 1 to 2 Projects – 10% Marks ○ 0 Projects- 0 Marks • Cloud Certification from any leading Cloud OEMs <ul style="list-style-type: none"> ○ Certified–5% Marks ○ Not certified – 0 Marks 	30	<p>Signed Technical Bid</p> <p>Please provide resource details as per format “Tech Form 3”</p>

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
C	Technical Solution	200	
C.1	<p>Technical Presentation (Additional Marks shall be awarded on the basis of specific information submitted by the bidder, clarifications by bidder during the presentation)</p> <ul style="list-style-type: none"> • Understanding of the challenges • Governance framework • Demo of the proposed system • Question and Answers 	50	Presentation, demonstration and Q&A
C.2	<p>Compliance to Functional Requirement Specifications as Listed In Annexure of the Tender</p> <ul style="list-style-type: none"> • Functionality can be provided by the proposed solution out of the box = 100% • Functionality can be provided by customization to the proposed solution = 70% • Functionality will be developed = 20% <p>Marks will be awarded for all requirements as per the above marking scheme and the Total shall be pro-rated against a maximum score of 150 to arrive at the final Score</p>	150	Signed Technical Bid
D	Program Management Methodology	100	

Sr. No.	PARAMETER	MAX. MARKS	EVIDENCE TO BE SUBMITTED
D.1	<p>Will be evaluated across following:</p> <ul style="list-style-type: none"> • Understanding of Port-EBS objectives and challenges with port specific implementation • Approach for implementation of EBS within project timelines • Approach and Methodology for implementation and maintenance Support • Detailed Project Plan covering scope of work, activities & deliverables as per timelines • Change Management and Training • Approach for real-time information capture and display for Port operations • Approach for standardization of port solution, deployment and IT continuity • Approach between various sub-systems including POS, ERP and other systems as defined within RFP 	100	<p>Signed Technical Bid. This could be in the form of a write-up elaborating the implementation, support and maintenance, roll out methodology to be adopted for this project.</p> <p>Presentation and demonstrations</p> <p>Please provide details as per format “Tech Form 4 to 8”</p>

Technical Evaluation Criteria – Port Operations Solution Specific

The Port Operations Solution needs to score a minimum of 70% marks in the criteria mentioned below for technical qualification

#	Criteria	Max Marks	Evaluation
A	Previous relevant experience	400	Evaluation of response provided in conformance to format provided
1	No of Port Specific implementations for the solutions being proposed Up to 10: 70% marks Between 11 and 30: 80% marks Greater than 30: 100% marks	150	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; OR • Work Order + Self-Certificate of Completion (Certified by the Statutory Auditor); OR • Work Order + Phase Completion Certificate (for ongoing projects) from the client
2	Must have a minimum of five years' experience operating a maritime terminal operation or comparable experience. Up to 5: 70% marks Between 5 and 10: 80% marks Greater than 10: 100% marks	100	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; OR • Work Order + Self-Certificate of Completion (Certified by the Statutory Auditor); OR • Work Order + Phase Completion Certificate (for ongoing projects) from the client
3	Integration with standard ERP software present in leader quadrant of Gartner's Magic Quadrant (as per Leaders and Challengers as per Gartner Magic Quadrant in 2015 or 2016) None: 0 marks At least one: 70% marks Between 1 and 4: 80% marks More than 4: 100% marks	50	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; OR • Work Order + Self-Certificate of Completion (Certified by the Statutory Auditor); OR • Work Order + Phase Completion Certificate (for ongoing projects) from the client
4	Previous Implementation of mobile applications for following functions: <ul style="list-style-type: none"> • Pilots • Tugs/craft operators • Tally clerks 	100	<ul style="list-style-type: none"> • Work Order + Completion Certificates from the client; OR • Work Order + Self-Certificate of Completion (Certified by the Statutory Auditor); OR

#	Criteria	Max Marks	Evaluation
	<ul style="list-style-type: none"> • Gate Operators • Customer <p>Up to THREE functions: 70% Between 3 and 4: 80% All functions: 100%</p>		• Work Order + Phase Completion Certificate (for ongoing projects) from the client
B	Solution	500	
1	<p>Fitness to functional requirement specifications.</p> <ul style="list-style-type: none"> • Functionality can be provided by the proposed solution out of the box =100% • Functionality can be provided by customization to the proposed solution = 70% • Functionality will be developed = 20% 	200	Signed technical bid
2	<p>Demonstration of solution across following points</p> <ul style="list-style-type: none"> • Port Customer interface portal • Port partner portal • Port operations team portal • Mobile Applications • Dashboard <p>Specific scenarios will be provided along with the invite for demonstrations</p>	150	Presentation, demonstration and Q&A
3	IT continuity solution for port operations solution in case of network failures, etc.	25	Signed technical bid
4	User friendliness of the interface with graphical assistance, etc. Requirement to reduce the number of inputs required to be carried out by the operators	100	Signed technical bid, Presentation, demonstration and Q&A
5	Innovative suggestions provided to cater to various needs within the system	25	Signed technical bid, Presentation, demonstration and Q&A