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**3(39) /2011-EG - II**  
**Department of Electronics and Information Technology**  
**New Delhi – 110003**

**Minutes of the Meeting of Tender Evaluation Committee for opening of financial bids for Selection of Consultancy Agencies for providing Project Management Services for the State PMUs in the various States for the e-District MMP on 01<sup>st</sup> May 2012**

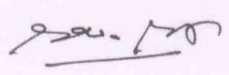
1) The meeting was convened for financial bid opening of tender for State Project Management Unit for eDistrict project under the chairmanship of CEO (NeGD) Shri Ajay Sawhney on 1<sup>st</sup> May, 2012 at 3.00 PM in Conference Room 4009, DeitY, Electronics Niketan in the presence of other TEC members, States and Bidders. The representatives of Delhi and Kerala Government attended the meeting while various other State representatives participated the meeting through Video Conferencing facility. List of participants are given at Appendix I.

2) Vide Request for Proposal (RFP) 3(39) /2011-EG – II dated 4<sup>th</sup> April the 9 shortlisted agencies through EOI (9 agencies were shortlisted), were requested to participate in the RFP process with date of submission of proposal as 23<sup>rd</sup> April 2012. On this basis of this invitation, 6 bidders had submitted their technical and financial bids, namely: a) M/s Deloitte, b) M/s E&Y, c) M/s KPMG, d) M/s PwC, e) M/s Wipro and f) M/s Grant Thornton. The technical bids were opened on 23<sup>rd</sup> April 2012 and technical presentations were made by 6 bidders on 24th April 2012 at Room No. 4009, DeitY Conference Room in presence of Technical Evaluation Committee. The Technical proposals of all the 6 bidders were evaluated and the evaluations were approved by TEC during the meeting on 26th April 2012.

3) Before the opening of Financial bids, the technical scores of all the bidders was announced to the bidders as follows :

**Table 1: Organization & Total Technical Score**

	<b>Organization</b>	<b>Total Technical Score</b>
1	Deloitte	<b>78.22</b>
2	E & Y	<b>80.23</b>
3	Grant Thornton	<b>71.97</b>
4	KPMG	<b>75.6</b>
5	PwC	<b>82.55</b>
6	Wipro	<b>85.56</b>



4) Since all bidders achieved the minimum score of 70 marks as stated in Section 5.9.2 clause 8, they were declared to be technically qualified and eligible for opening of financial bids as per clause 9 of section 5.9.2 of the RFP.

5) Based on the RFP clause 3.11 and the number of CVs submitted, the work capacity of the bidders was computed for each bidder. As per the RFP terms, the work capacity was calculated on the basis of average annual turnover, number of consulting staff and the number of consulting assignments. The objective of the work capacity was to award the SPMU assignment on the basis of the capacity of the consulting agencies. The following work capacity was announced to the bidders :

**Table 2: Organizations & Work Capacity**

	<b>Organization</b>	<b>Work Capacity</b>
1	Deloitte	7
2	E & Y	25
3	Grant Thornton	11
4	KPMG	25
5	PwC	25
6	Wipro	25

6) Thereafter a presentation was made to the TEC highlighting the process of opening of the Financial Bids and award of the SPMU of various States to the bidders. The key highlights of the presentation were as follows :

- a) Financial Bids were to be opened only for those States which received at least 3 bids.
- b) The consulting organization has to bid for 1 State (from the list of States below) for every 4 States which are not a part of this list.

- i. Andaman & Nicobar (Category A)
- ii. Lakshwadeep (Category A)
- iii. Tripura (Category A)
- iv. Manipur (Category B)
- v. Mizoram (Category B)
- vi. Meghalaya (Category B)
- vii. Arunachal Pradesh (Category B)
- viii. Nagaland (Category B)
- ix. Jammu & Kashmir (Category C)

c) The bidder having the lowest financial quote would be awarded the SPMU assignment for that State

7) Thereafter the outer envelopes of each bidder containing sealed financial bids for the States they had bid were opened to verify the requirements mentioned in 12 (a) and (b). The status of the bids received ("Y" means bids received) for each State was as follows :

**Table 3: Status of Bid Received**

	State	Category	EY	KPM G	PwC	Wipr o	G T	Deloitte	Number of bids received
1	Andaman and Nicobar	A	Y	Y	Y	Y	N	N	4
2	Chandigarh	A	Y	Y	Y	Y	Y	N	5
3	D & N Haveli	A	Y	Y	Y	Y	N	Y	5
4	Daman & Diu	A	Y	Y	Y	Y	N	Y	5
5	Goa	A	Y	Y	Y	Y	Y	N	5
6	Lakshadweep	A	Y	Y	Y	Y	N	Y	5
7	Pondicherry	A	Y	Y	Y	Y	N	N	4
8	Sikkim	A	Y	Y	Y	Y	N	Y	5
9	Tripura	A	Y	Y	Y	Y	Y	N	5
10	Arunachal Pradesh	B	Y	Y	N	Y	N	N	3
11	Delhi	B	Y	Y	Y	Y	Y	N	5
12	Himachal Pradesh	B	Y	Y	Y	Y	N	N	4
13	Kerala	B	Y	Y	Y	Y	N	N	4
14	Manipur	B	Y	Y	Y	Y	N	N	4
15	Meghalaya	B	Y	Y	Y	Y	N	N	4
16	Mizoram	B	Y	Y	Y	Y	N	N	4
17	Nagaland	B	Y	Y	Y	Y	N	N	4
18	Punjab	B	Y	Y	Y	Y	N	N	4
19	Uttarakhand	B	Y	Y	Y	Y	N	N	4
20	West Bengal	B	Y	Y	Y	Y	N	N	4
21	Chhatisgarh	C	Y	Y	Y	Y	N	N	4
22	Andhra Pradesh	C	Y	Y	Y	Y	Y	N	5
23	Assam	C	Y	Y	Y	Y	N	N	4
24	Bihar	C	Y	Y	Y	Y	N	Y	5
25	Gujarat	C	Y	Y	Y	Y	N	N	4
26	Haryana	B	Y	Y	Y	Y	N	N	4
27	Jammu & Kashmir	C	Y	Y	Y	Y	N	N	4

*Signature*

	State	Category	EY	KPMG	PwC	Wipro	GT	Deloitte	Number of bids received
28	Jharkhand	C	Y	Y	Y	Y	N	N	4
29	Karnataka	C	Y	Y	Y	Y	Y	N	5
30	Maharashtra	C	Y	Y	Y	Y	N	N	4
31	Orissa	C	Y	Y	Y	Y	N	N	4
32	Rajasthan	C	Y	Y	Y	Y	N	N	4
33	Tamil Nadu	C	Y	Y	Y	Y	N	N	4
34	Madhya Pradesh	D	Y	Y	Y	Y	N	N	4
35	Uttar Pradesh	D	Y	Y	Y	Y	N	N	4
	Total Financial Bids		35	35	34	35	6	5	
	No. of Bids which are not in the category mentioned in section 4.11.f of RFP		26	26	26	26	5	4	
	No. of Bids in the category mentioned in section 4.11.f of RFP		9	9	8	9	1	1	

- 8) On the basis of this information, the following were the observations made by the TEC:
- a) There were at least 3 financial bids for all the States / UTs. M/s KPMG, M/s E&Y and M/s Wipro submitted their financial bids all the States / UTs.
  - b) M/s PwC submitted their financial bids for 34 States / UTs, M/s Deloitte submitted their financial bids for 5 States / UTs and M/s Grant Thornton submitted their financial bids for 6 States / UTs. The balance three bidders, E&Y, Wipro and KPMG submitted bids for all 35 States.
- 9) As the requirements mentioned above in 7(a) and 7(b) was satisfied by all 6 bidders, the financial bids for all the States were opened and the financial quotes were announced to all the bidders.
- 10) The following financial quotes were read and announced in the meeting.

**Table 5: Financial quotes given by the bidders for the States/UTs**

State	EY	KPMG	PwC	Wipro	GT	Deloitte
Andaman and Nicobar	1.2336000	1.1700000	1.2236004	1.0208382	Did not bid	Did not bid

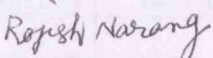
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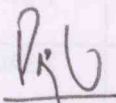
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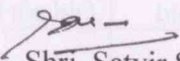
State	EY	KPMG	PwC	Wipro	GT	Deloitte
Chandigarh	1.1102000	0.8640000	0.9177003	0.8912314	.9877203	Did not bid
D & N Haveli	1.3399000	1.0620000	1.7797824	0.7292708	Did not bid	1.5500000
Daman & Diu	1.3399000	1.0620000	1.7797824	0.7364501	Did not bid	1.5500000
Goa	1.2868000	0.9540000	1.2236004	0.8080257	1.1083629	Did not bid
Lakshadweep	1.3399000	1.1700000	1.2236004	1.0102848	Did not bid	1.5500000
Pondicherry	1.0824000	0.7965000	0.9177003	1.0205077	Did not bid	Did not bid
Sikkim	1.2336000	1.0080000	0.9177003	1.0745965	Did not bid	1.5500000
Tripura	1.3399000	1.0080000	1.6240514	1.0745965	1.1083629	Did not bid
Arunachal Pradesh	1.8362000	2.3400000	Did not bid	1.5598995	Did not bid	Did not bid
Delhi	1.6879000	1.5840000	1.6240514	1.3272838	1.8710993	Did not bid
Himachal Pradesh	1.6879000	1.6920000	1.5016914	1.4105543	Did not bid	Did not bid
Kerala	1.3118000	1.2960000	1.1262686	1.1085669	Did not bid	Did not bid
Manipur	1.8362000	2.3400000	1.6240514	1.4687014	Did not bid	Did not bid
Meghalaya	1.8362000	2.1240000	1.2792186	1.6365059	Did not bid	Did not bid
Mizoram	1.3118000	1.6740000	1.1262686	1.0669252	Did not bid	Did not bid
Nagaland	1.8362000	2.3400000	3.5595648	2.0385782	Did not bid	Did not bid
Punjab	1.3118000	1.4040000	1.2180386	1.0492198	Did not bid	Did not bid
Uttarakhand	1.4225000	1.4040000	2.1691098	1.6972849	Did not bid	Did not bid
West Bengal	1.3118000	1.4040000	1.1262686	1.2936172	Did not bid	Did not bid
Chhattisgarh	2.4084000	2.5380000	2.2914698	3.3037130	Did not bid	Did not bid
Andhra Pradesh	2.2128000	2.4300000	2.2914698	1.8985271	2.3764203	Did not bid
Assam	1.8206000	1.9035000	1.6268324	1.6199465	Did not bid	Did not bid
Bihar	1.7461000	1.8225000	2.2525371	1.9812358	Did not bid	3.1400000
Gujarat	1.9915000	2.4300000	2.1691098	2.0715930	Did not bid	Did not bid

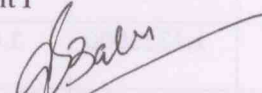
State	EY	KPMG	PwC	Wipro	GT	Deloitte
Haryana	1.3118000	1.2150000	1.2180386	1.2394790	Did not bid	Did not bid
Jammu & Kashmir	2.4084000	2.5380000	4.2269832	3.9181301	Did not bid	Did not bid
Jharkhand	1.7461000	2.0655000	1.7186024	2.2610678	Did not bid	Did not bid
Karnataka	2.2128000	2.5380000	2.2914698	2.1780075	2.8683043	Did not bid
Maharashtra	1.7461000	1.7010000	1.6268324	2.3882737	Did not bid	Did not bid
Orissa	1.7461000	2.1060000	1.6268324	1.5217936	Did not bid	Did not bid
Rajasthan	1.7461000	2.2275000	1.6268324	1.7311619	Did not bid	Did not bid
Tamil Nadu	1.7461000	1.9035000	1.7186024	1.8010014	Did not bid	Did not bid
Madhya Pradesh	2.0311000	2.2680000	2.9199555	2.2930324	Did not bid	Did not bid
Uttar Pradesh	2.0311000	2.2680000	6.0067656	2.1719746	Did not bid	Did not bid

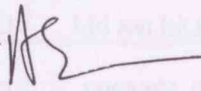
11) The financial bids on the first page of the financial bid document (where the amount was mentioned) submitted by M/s Grant Thornton was not signed by the authorized signatory. This was brought to the notice of M/s Grant Thornton representative during the meeting and the TEC members had also mentioned it as a remark on those bids. Since M/s Grant Thornton was not L1 (lowest financial quote) or L2 (second lowest financial quote) in any of the States, the TEC decided not to pursue the matter.

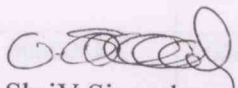
  
Dr. Rajesh Narang  
PC, NeGD, DeitY

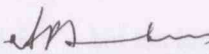
  
Shri P.R. Chandekar,  
AD, DeitY

  
Shri. Satvir Singh,  
Joint Director

  
Shri A.K. Balani  
Director, DeitY

  
Shri Abhishek Singh  
Director, DeitY

  
Shri V. Sivasubramanian  
Director, NeGD, DeitY

  
Shri. Ajay Sawhney  
JS (eGov), DeitY

## Appendix I

### List of Participants

List of participants of the Tender Evaluation committee meeting held on 1<sup>st</sup> May 2012 at 3.00 PM in the DeitY Conference room, Electronics Niketan, 6, CGO Complex, Lodhi Road, New Delhi 110003

- 1) Shri. Ajay Sawhney, JS (eGov), DeitY
- 2) Shri Abhishek Singh, Director, DeitY
- 3) Shri V. Sivasubramanian Director, NeGD, DeitY
- 4) Shri A.K. Balani, Director, DeitY
- 5) Shri P.R. Chandekar, AD, DeitY
- 6) Dr. Rajesh Narang, PC, NeGD, DeitY
- 7) Mr. Satvir Singh, Joint Director
- 8) Shri Sandeep Ahlawat , SeMT Delhi DIT
- 9) Shri Rahul Purohit, SeMT, Delhi DIT
- 10) Shri Randhir Pratap, Consultant, NeGD, DeitY
- 11) Shri. Koushalendra Singh, Consultant, NeGD, DeitY
- 12) Shri Ramendra Verma, NPMU
- 13) Shri Rajat Garg, NPMU
- 14) Shri Abhishek Dahiya, NPMU
- 15) Shri Amit Shukla, NPMU
- 16) Shri Raghunath Krishnagiri, NPMU
- 17) Shri Shrikant Khare, NPMU State Consultant - Gujarat
- 18) Participants from West Bengal, Orissa, Andhra Pradesh, Assam, Arunachal Pradesh and Madhya Pradesh, through Video Conference

### List of Bidders during the Financial Opening:

- 1) Representative from Deloitte : Ms Priyanka Sharma
- 2) Representative from E&Y : Shri Ajay Sindhvani & Shri Anurag Saxena, E&Y
- 3) Representative from Grant Thornton : Mr. Venkateshwar Nippani
- 4) Representative from KPMG :Mr. Nitin Thakur
- 5) Representative from PwC :Mr. Nitin Arora
- 6) Representative from Wipro : Shri Ajan Singh