

**REQUEST FOR PROPOSALS
RFP/ICWAIMARF/1/2016-17**

ICWAI MANAGEMENT ACCOUNTING RESEARCH FOUNDATION

Title of Consulting Services -
**DESIGNING, DEVELOPING COURSE ON IFRS/IND AS TO IMPART TRAINING BY
ELECTRONIC MEANS AND CONDUCT OF
ONLINE TEST
FOR
ICWAI MANAGEMENT ACCOUNTING RESEARCH FOUNDATION**

**ICWAI MANAGEMENT ACCOUNTING RESEARCH FOUNDATION
CMA BHAWAN, 3- INSTITUTIONAL AREA
LODHI ROAD**

NEW DELHI- 110 003

SECTION-1

LETTER OF INVITATION

Subject: Request for Proposal (RFP) for selection of Consulting Agency for Designing, Developing Course on IFRS/IND AS to Impart Training by Electronic Means and Conduct of Online Test for ICWAI MARF

Dear Sir

1. ICWAI Management Accounting Research Foundation (ICWAI MARF) was incorporated under Section 25 of the Companies Act, 1956 by the Registrar of Companies, West Bengal on 17th August, 2009. The Institute of Cost Accountants of India (a statutory body under an Act of Parliament) is the promoter of the Company. ICWAI MARF intends to develop a course to train the members and students of the Institute of Cost Accountants of India in IFRSs. The objective of this course is to equip the Members and students of the Institute and others with the essential knowledge in the International Financial Reporting Standards. It is also intended to educate the members of the Institute about the practical application of the IFRS standards. ICWAI MARF for the above purpose intends to engage a Consulting Agency to provide the following services under contract term of three years.

Sl. No.	Activity
1.	Designing and Developing Course on IFRS/IND AS to Impart Training by Electronic Means. (expected number of members likely to register for this online course is around 150 per annum)
2.	Course duration will be for 300 hours or 365 Days whichever ends earlier
3.	No printed book to be provided for the learners
4.	E-Learning Course will be in English and at Level II of interactivity.
5.	To finalise course in consultation with ICWAI MARF.
6.	To regularly review the Course Content to keep it up to date as and when any change is effected in IFRS-IND AS by the Authority
7.	Course Registration Fee is to be shared between ICWAI MARF and the Consultant
8.	Conduct of Online Test (Multiple Choice Questions) for ICWAI MARF across the country on pre-determined dates or/and on demand.
9.	Online test can be conducted by the consultant or consultant can tie-up with another third party/ partner who does offer pro-metric type of tests. The details of the third party/partner should be disclosed in the bids document and there will be tripartite agreement involving ICWAIMARF, the vendor and the third party/partner.
10.	Duration of Test is to be 120 minutes and minimum passing percentage is 60%.

2. A firm will be selected on QCBS basis and procedures described in this RFP
3. The RFP includes the following documents:
 - Section 1 - Letter of Invitation
 - Section 2 - Instructions to Consultants (including Data Sheet)
 - Section 3 - Technical Proposal - Standard Forms
 - Section 4 - Financial Proposal - Standard Forms
 - Section 5 - Terms of Reference
4. Earnest Money amounting to Rs. 5,000/- (Rupees five thousand only) in DD/Pay order, drawn in favour of "ICWAI Management Accounting Research Foundation", payable at Delhi should be submitted along with the Proposal. EMD will be returned to unsuccessful Proposals.
5. RFP Document can be downloaded from the Website of the ICWAI MARF (www.icwaimarf.org)
6. The consultants who are capable of executing the tasks indicated in the RFP may submit their proposals in the manner as prescribed in the RFP on or before **1530hrs of 15/07/2016** at the following address:

Secretary
ICWAI Management Accounting Research Foundation
CMA Bhawan
4th Floor
3- Institutional Area
Lodi Road,
New Delhi-110003.
7. Proposal is liable to be rejected for the following reasons –
 - (i) The envelope containing the 'Earnest Money' will be opened and scrutinized first. If not found in order, the entire proposal will be rejected and returned.
 - (ii) Rate quoted are not as per the Prescribed Format.
 - (iii) Incomplete, unsigned, illegible or mutilated.
 - (iv) Void for ambiguity/uncertainty.
 - (v) Containing incorrect/unsubstantiated information.

SECTION-2

INSTRUCTIONS TO CONSULTANTS

Data Sheet

S.No	DETAILS
2.1	Name of the Client: ICWAI Management Accounting Research Foundation Method of selection: Quality and Cost Based Selection (QCBS)
2.2	All the three Parts should be submitted in three separate Sealed Envelopes- Earnest Money Deposit, Financial Proposal to be submitted together with Technical Proposal: Yes but in separate covers in two bid system. Name of the assignment is: SELECTION OF CONSULTANT FOR DESIGNING, DEVELOPING COURSE ON IFRS/IND AS TO IMPART TRAINING BY ELECTRONIC MEANS AND CONDUCT OF ONLINE TEST FOR ICWAI MANAGEMENT ACCOUNTING RESEARCH FOUNDATION
2.3	Pre-proposal conference will be held: No
2.4	The ICWAI MARF will provide the following inputs and facilities: The ICWAI MARF will share only the documents available with it regarding the assignment. No other support or facilities will be provided by the ICWAI MARF. The ICWAI MARF will arrange Payment Gateway facility with its bankers for offering the on-line payment system to the candidates opting for the E-Learning Course.
2.5	Proposals must remain valid for 90 days after the closing date.
2.6	The format of the Technical Proposal to be submitted is: FTP
2.7	Amounts payable by the ICWAI MARF to the Consultant under the contract to be subject to Indian taxation: Yes
2.8	Consultant must submit the original and 4 (Four) copies of the Technical Proposal, and the original (one copy) of the Financial Proposal.
2.9	The Proposal submission address is: L. Gurumurthy Secretary

	ICWAI Management Accounting Research Foundation 3- Institutional Area, Lodi Road, New Delhi-110003. Telephone: 011- 24666139 E-mail: cat.gurumurthy@icmai.in Proposals must be submitted no later than the following date and time: 1530 hrs on the 15/07/2016			
2.10	a. Technical Proposals received will be opened in the presence of the Authorized e-learning Institutes/ Organization's representatives who have submitted proposals and are present on the date /time as specified in the RFP. b. The Technical Proposals will, in the first instance, be examined by ICWAI MARF to ascertain fulfillment of eligibility criteria and submission of required documents in support thereof. Bidders who fulfill the eligibility criteria and have submitted all required documents in their Technical Proposal will be invited to make presentations on their Technical Proposal on a date/time to be specified and conveyed by the ICWAI MARF. ICWAI MARF/ Evaluation Committee may seek clarifications from the bidders and the bidders are expected to respond/provide the information/clarifications within the stipulated time. The failure to provide the information may lead to disqualification of the bidder. c. The Technical Proposals, which includes presentation, will carry weightage of 70% and be evaluated by a Committee constituted by Authority, on the basis of the following criteria :			
S.No	Eligibility Criteria	Maximum Marks	Parameters	
1	be a registered company in India and must not be debarred from contracting with any legal entity in India, or blacklisted by any government entity/department.	Mandatory		
2	have been in the business of content development, e-learning, ILT content and training for over 5 years immediately preceding the date of bidding.	15	For 5 years	5
			For 6 to 7 Years	10
			For 8 and above	15
3	Have experience in content development in IFRS or IND-AS or any globally accepted accounting standards for a minimum period of 3 years.	15	For 3 years	5
			For 4 to 7 Years	10
			For 8 and above	15
4	Have qualified and experienced open source application development and implementation software application developers, who have	10	For 5 developers	5
			For 6 to 10	7

	experience of building Learning Management Systems (LMS), Content Management Systems and Assessment Platforms for seamlessly integrating the solution with MARF's platform.		developers	
			For 11 and above developer's	10
5	Should have designed and deployed learning solutions for 5,000+ learners on the cloud, to ensure smooth delivery of the proposed solution to the anticipated thousands of learners.	20	For 5,000 learners	5
			For 5,001 to 10,000 learners	10
			For 10,001 and above	20
6	Have at least 2 SMEs (subject matter specialists) in the panel to support the entire development process.	10	For 2 SMEs	5
			For 3 to 5 SMEs	7
			For 6 and above SMEs	10
7	Should have experience in capacity development by skill and knowledge upgradation by creating and deploying training content / e-learning / Blended learning for at least 3 clients among Banks, Professional Bodies and International funding agencies in accounting and or BFSI sector	10	For 3 clients	5
			For 6 to 10 Clients	7
			For 11 and more clients	10
8	Have had an average annual turnover of over Rs. 3 crores for the last 3 years in learning and training solutions including content development, eLearning, blended learning, training and assessments;	10	For 3 Crores Turnover	5
			For Turnover between 4 and 6 Crores	7
			For Turnover over 6 Crores	10
9	Have applicable tax registrations (PAN, TIN, VAT, CST, Service Tax etc.). Details should be submitted with proper attestation	Mandatory		
10	Should have quality certification such as ISO 9001:2015 or equivalent	5	Having ISO or equivalent quality certification	5
			No quality certification	0
11	Should have expertise/infrastructure/software for the conduct of on-line Test	5	If not having	0
			If having	5
	Total	100		

	Only Agencies scoring 70% marks or more in the Technical Evaluation will be shortlisted for opening and consideration of their financial bids.
2.11	<p>d. Financial Bids of the shortlisted applicants will be opened in the presence of the e-learning Institute / Organization or authorized representatives of the e-Learning Institute / Organization on a date/time to be specified by the Authority. Financial evaluation, based on the total fee quoted by the applicant for the contract, will carry a weightage of 30%.</p> <p>Evaluation Criteria and Identification of Best Evaluated Bid</p> <p>Evaluation Criteria proposed to be adopted will be Quality cum Cost Based System (QCBS) where Technical Bid Score will get a weightage of 70% and Commercial/financial Bid Score a weightage of 30%.</p> <p>Description of variables used:</p> <ul style="list-style-type: none"> • T is the technical score for each bid • ST is the Total Technical Score for each Bid • $ST = 0.7 \times T$ • F is the Commercial Bid Price quoted in the Bid under consideration • FL is the value of lowest Qualifying Commercial Bid Price • Commercial Bid Score (SF) for each Bid shall be computed as follows: • $SF = 100 \times (FL / F)$ • Total Score (TS) for each Bid shall be computed as follows: • $TS = (ST) + (0.3 \times SF)$ <p>The Bid, that obtains the highest Total Score (TS) value, will be rated as the Best Evaluated Bid.</p>
2.12	Expected date and place for contract negotiations: 25/07/2016 at New Delhi
2.13	Expected date for commencement of consulting services 01/08/2016

SECTION-3

Technical Proposal - Standard Forms

- TECH-1 Technical Proposal Submission Form
- TECH-2 Submission of Required Documents in Support of Eligibility
- TECH-3 Comments or Suggestions on the Terms of Reference and on Counterpart Staff
and Facilities to be Provided by the ICWAI MARF
---On the Terms of Reference

Form TECH-1 Technical Proposal Submission Form

[Location, Date]

To: [Name and address of ICWAI MARF]

Dear Sirs:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Proposal dated [Insert Date]. We are hereby submitting our Proposal, which includes a Technical Proposal and a Financial Proposal duly sealed in separate envelopes and both the covers put inside another envelope and sealed.

We hereby declare that all the information and statements made in this Proposal are true and accept that any misinterpretation contained in it may lead to our disqualification.

We undertake, if our Proposal is accepted, to initiate the consulting services related to the assignment not later than the date indicated in Point Number 2.13 of the Data Sheet.

We understand you are not bound to accept any or all proposals you receive.

We remain,

Yours sincerely,

Authorized Signature [In full and initials]: _____

Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

FORM TECH-2 SUBMISSION OF REQUIRED DOCUMENTS IN SUPPORT OF ELIGIBILITY

With response to your RFP hosted on your website, the technical bid of our firm for this assignment is submitted herewith along with the following mandatory documents as mentioned in the RFP documents.

Sr. No	Documents Need to be Submitted	Whether Submitted (Tick YES/NO)		Relevant Details	Remarks
2	Earnest Money Deposit (EMD)	YES	NO	DD No.: Date: Bank Name: Amount: Rs.5,000/- In favour of: ICWAI MARF Management Accounting Research Foundation Payable at: New Delhi	
3	Documentary evidence in support of a registered company in India of sound reputation and currently must not be debarred from contracting with any legal entity in India, or blacklisted by any government entity/department.	YES	NO		
4	Documentary evidence in support of being in the business of content development, e-learning, ILT content and training for over 5 years immediately preceding the date of bidding.	YES	NO		
5	Documentary evidence in support of having experience in content development in IFRS or	YES	NO		

Sr. No	Documents Need to be Submitted	Whether Submitted (Tick YES/NO)		Relevant Details	Remarks
	IND-AS or any globally accepted accounting standards for a minimum period of 3 years.				
6	Documentary evidence in support of having qualified and experienced open source application development and implementation software application developers, who have experience of building Learning Management Systems (LMS), Content Management Systems and Assessment Platforms for seamlessly integrating the solution with MARF's platform.	YES	NO		
7	Documentary evidence in support of having designed and deployed learning solutions for 10,000+ learners on the cloud, to ensure smooth delivery of the proposed solution to the anticipated thousands of learners.	YES	NO		
8	Documentary evidence in support of having at least 2 SMEs (subject matter specialists) in the panel to support the entire development process.	YES	NO		

Sr. No	Documents Need to be Submitted	Whether Submitted (Tick YES/NO)		Relevant Details	Remarks
9	Documentary evidence in support of having experience in capacity development by skill and knowledge upgradation by creating and deploying training content / e-learning / Blended learning for at least 3 clients among Banks, Professional Bodies and International funding agencies in accounting and or BFSI sector	YES	NO		
10	Documentary evidence in support of have had an average annual turnover of over Rs. 3 crores for the last 3 years in learning and training solutions including content development, eLearning, blended learning, training and assessments;	YES	NO		
11	PAN Card-Details should be submitted with proper attestation	YES	NO		
12	Service Tax Registration Number- Details should be submitted with proper attestation	YES	NO		
13	TIN-Details should be submitted with proper attestation	YES	NO		
14	VAT-Details should be submitted with proper attestation	YES	NO		
15	CST-Details should be submitted with proper	YES	NO		

Sr. No	Documents Need to be Submitted	Whether Submitted (Tick YES/NO)		Relevant Details	Remarks
	attestation				
16	Documentary evidence in support of having quality certification such as ISO 9001:2015 or equivalent	YES	NO		

Yours sincerely,

Authorized Signature [*In full and initials*]: _____

Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

**Form TECH-3 Comments and Suggestions on the Terms of Reference and on
Counterpart Staff and Facilities to be Provided by the ICWAI
MARF**

- On the Terms of Reference

[Present and justify here any modifications or improvement to the Terms of Reference you are proposing to improve performance in carrying out the assignment (such as deleting some activity you consider unnecessary, or adding another, or proposing a different phasing of the activities). Such suggestions should be concise and to the point, and incorporated in your Proposal.]

SECTION-4

FINANCIAL PROPOSAL - STANDARD FORM

Financial Proposal Standard Form shall be used for the preparation of the Financial Proposal according to the instructions provided under Section 2.

FIN-1 Financial Proposal Submission Form

S.No	Activity	Quote – Consultant Fee (Per Candidate)
1	Designing, Developing, Managing, Operating Course IFRS/IND AS to impart training by electronic means	Rs.....(A) (per candidate) Total fee for the course would be Rs.6000/-)
2	Conduct of Online Test Module in different test centre (Online Test Fee will be over and above Course Fee)	Rs.....(B) (per candidate)
	Total Bid Price	Rs..... (C)= (A) + (B)

Yours sincerely,

Authorized Signature [*In full and initials*]: _____

Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

Form FIN-1 Financial Proposal Submission Form

[Location, Date]

To: [Name and address of ICWAI MARF]

Dear Sirs:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Proposal dated [Insert Date] and our Technical Proposal. Our attached Financial Proposal is for the sum of [Insert amount(s) in words and figures¹]. This amount is inclusive of the local taxes,

Our Financial Proposal shall be binding upon us subject to the modifications resulting from Contract negotiations, up to expiration of the validity period of the Proposal, i.e. before the date indicated in Point number 2.5 of the Data Sheet.

We understand you are not bound to accept any or all Proposal you receive.

We remain,

Yours sincerely,

Authorized Signature [In full and initials]: _____

Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

SECTION-5

TERMS OF REFERENCE

Terms of Reference for selection of Consulting Agency for Designing, Developing Course on IFRS/IND AS to Impart Training by Electronic Means and Conduct of Online Test for ICWAI MARF.

A) BACKGROUND

About The Institute of Cost Accountants of India

The Institute of Cost Accountants of India (erstwhile, The Institute of Cost and Works Accountants of India) was established by a special Act of Parliament, namely, the Cost and Works Accountants Act, 1959 as a statutory professional body for the regulation of the profession of cost and management accountancy in India. Since then it has been continuously contributing to the growth of the industrial and economic climate of the country. The main mission of the Institute is to drive the enterprises globally by creating value to stakeholders in the socio-economic context through competencies drawn from the integration of strategy, management and accounting.

The Institute of Cost Accountants of India is second largest body of CMAs in the World after the Chartered Institute of Management Accountants (CIMA). Its Head Quartered in Kolkata, with Delhi Office, 4 Regional Councils in 4 Metro Cities, 96 Chapters spread all over India and 9 Overseas Centres, 3 Centre of Excellence in India, 84 CMA support Centres. It is under the administrative control of the Ministry of Corporate Affairs, Government of India. There are about 69,000 members in employment & practice and about 4,75,000 students pursuing the Course. The ICAI-CMA, a national accounting body, is also a founder member of International Federation of Accountants (IFAC), Confederation of Asian and Pacific Accountants (CAPA) and South Asian Federation of Accountants (SAFA).

About ICWAI Management Accounting Research Foundation:

ICWAI MARF was incorporated under Section 25 of the Companies Act, 1959 by the Registrar of Companies, West Bengal on 17th August, 2009. The Institute of Cost Accountants of India (a statutory body under an Act of Parliament) is the promoter of the Company.

- Undertakes Various Strategic and Complex Projects on Cost & Management Accounting related matters for PSUs and Government Agencies.
- Training programmes for practicing managers of both public and private sectors, Banks, Financial Institutions, Multinationals, Insurance Companies and Government Departments.
- Customised Training programmes for the industry, Government Departments and Public Services. It also offers specific programmes for Defence, Railways, Telecom and Public Utility Services.

B) OBJECTIVES OF THE ASSIGNMENT

The Ministry of Corporate Affairs has notified the Indian Accounting Standards (Ind AS), which are converged with International Financial Reporting Standards (IFRS). It is aimed at making Indian financial reporting standards at par with the leading global standards. This will in turn improve India's place in global rankings on corporate governance and transparency in financial reporting.

The adoption of Ind AS would entail a significant change in the financial reporting framework used by Indian companies to report their financial results and will significantly enhance the quality of and transparency in financial reporting by Indian companies.

ICWAI-MARF feels the need to train the members and students of the Institute of Cost Accountants of India in IFRSs. The objective of this course is to equip the Members and students of the Institute and others with the essential knowledge in the International Financial Reporting Standards. It is also intended to educate the members of the Institute about the practical application of the IFRS standards.

The Consultant will be Designing, Developing One Course on IFRS/IND AS to Impart Training by Electronic Means and Conduct of Online Test for ICWAI MARF across the country.

C) ELIGIBILITY CRITERIA

The Bidder should:

- be a registered company in India and must not be debarred from contracting with any legal entity in India, or blacklisted by any government entity/department.
- have been in the business of content development, e-learning, ILT content and training for over 5 years immediately preceding the date of bidding.
- have experience in content development in IFRS or IND-AS or any globally accepted accounting standards for a minimum period of 3 years.
- have qualified and experienced open source application development and implementation software application developers, who have experience of building Learning Management Systems (LMS), Content Management Systems and Assessment Platforms for seamlessly integrating the solution with MARF's platform.
- Should have designed and deployed learning solutions for 10,000+ learners on the cloud, to ensure smooth delivery of the proposed solution to the anticipated thousands of learners.
- have at least 2 SMEs (subject matter specialists) in the panel to support the entire development process.
- Should have experience in capacity development by skill and knowledge upgradation by creating and deploying training content / e-learning / Blended learning for at least 3 clients among Banks,

Professional Bodies and International funding agencies in accounting and or BFSI sector

- have had an average annual turnover of over Rs. 3 crores for the last 3 years in learning and training solutions including content development, eLearning, blended learning, training and assessments;
- have applicable tax registrations (PAN, TIN, VAT, CST, Service Tax etc.). Details should be submitted with proper attestation
- should have quality certification such as ISO 9001:2015 or equivalent

D) TASKS TO BE CARRIED OUT BY THE CONSULTANT

- a) Designing and Developing Course on IFRS/IND AS to Impart Training by Electronic Means. (expected number of members likely to register for this online course is around 150)
- b) Course duration will be for 300 hours or 365 Days whichever ends earlier.
- c) No printed book to be provided for the learners.
- d) E-Learning Course will be in English and at Level II of interactivity.
- e) To finalised course in consultation with ICWAI MARF.
- f) To regularly review the Course Content to keep it up to date as and when any change is effected in IFRS-IND AS by the Authority.
- g) Course Registration Fee is to be shared between ICWAI MARF and the Consultant.
- h) Conduct of Online Test (Multiple Choice Questions) for ICWAI MARF across the country by charging a specific examination fee per candidate.
- i) Online test can be conducted by the consultant directly or can tie-up with a reputed third party partner who does other pro-metric type of tests.
- j) Duration of Test is to be 120 minutes and minimum passing percentage is 60%.

List of potential Online Test Centres

1. AGRA
2. AHMEDABAD
3. AMRITSAR
4. BANGALORE
5. BAREILLY
6. BARODA
7. BHUBANESHWAR
8. BILASPUR
9. CHANDIGARH
10. CHENNAI
11. DEHRADUN
12. DELHI
13. GUWAHATI

14. HYDERABAD
15. INDORE
16. JAIPUR
17. JALANDHAR
18. JAMSHEDPUR
19. KANPUR
20. KOCHI
21. KOLKATA
22. LUCKNOW
23. LUDHIANA
24. MUMBAI
25. NAGPUR
26. NASIK
27. PATNA
28. PUNE
29. RAIPUR
30. SECUNDERABAD
31. SURAT
32. UDAIPUR
33. VIZAG

- k) To Involve an Exam delivery center consisting of a local server and workstations connected within local area network to the local server in the locations given above with suitable Hardware/software and trained manpower to conduct the CBAT on the given time and date.
- l) ICWAI MARF will be responsible for providing Multiple Choice Questions for online test.
- m) The Consultant will also be responsible for providing the services with high element of integrity and confidentiality.
- n) The Consultant is required to generate and submit report on monthly basis to ICWAI MARF on Students Admission list, Students feedback and list of test qualified candidates.
- o) Any other tasks related to the course as required.

E) SELECTION PROCESS

d. Technical Proposals received will be opened in the presence of the Authorized e-learning Institutes/ Organization's representatives who have submitted proposals and are present on the date /time as specified in the RFP.

e. The Technical Proposals will, in the first instance, be examined by ICWAI MARF to ascertain fulfillment of eligibility criteria and submission of required documents in support thereof. Bidders who fulfill the eligibility criteria and have submitted all required documents in their Technical Proposal will be invited to make presentations on their Technical Proposal on a date/time to be specified and conveyed by the ICWAI MARF. ICWAI MARF/ Evaluation Committee may seek clarifications from the bidders and the bidders are expected to respond/provide the information/clarifications within the stipulated time. The failure to provide the information may lead to disqualification of the bidder.

f. The Technical Proposals, which includes presentation, will carry weightage of **70%** and be evaluated by a Committee constituted by Authority, on the basis of the following criteria :

S.No	Eligibility Criteria	Maximum Marks	Parameters	
1	be a registered company in India and must not be debarred from contracting with any legal entity in India, or blacklisted by any government entity/department.	Mandatory		
2	have been in the business of content development, e-learning, ILT content and training for over 5 years immediately preceding the date of bidding.	15	For 5 years	5
			For 6 to 7 Years	10
			For 8 and above	15
3	have experience in content development in IFRS or IND-AS or any globally accepted accounting standards for a minimum period of 3 years.	15	For 3 years	5
			For 4 to 7 Years	10
			For 8 and above	15
4	have qualified and experienced open source application development and implementation software application developers, who have experience of building Learning Management Systems (LMS), Content Management Systems and Assessment Platforms for seamlessly integrating the solution with MARF's platform.	10	For 5 developers	5
			For 6 to 10 developers	7
			For 11 and above developer's	10
5	Should have designed and deployed learning solutions for 10,000+ learners on the cloud, to ensure smooth delivery of the proposed	20	For 10,000 learners	5
			For 10,001 to 20,000	10

S.No	Eligibility Criteria	Maximum Marks	Parameters	
	solution to the anticipated thousands of learners.		learners	
			For 20,001 and above	20
6	have at least 2 SMEs (subject matter specialists) in the panel to support the entire development process.	10	For 2 SMEs	5
			For 3 to 5 SMEs	7
			For 6 and above SMEs	10
7	Should have experience in capacity development by skill and knowledge upgradation by creating and deploying training content / e-learning / Blended learning for at least 3 clients among Banks, Professional Bodies and International funding agencies in accounting and or BFSI sector	10	For 3 clients	5
			For 6 to 10 Clients	7
			For 11 and more clients	10
8	have had an average annual turnover of over Rs. 3 crores for the last 3 years in learning and training solutions including content development, eLearning, blended learning, training and assessments;	10	For 3 Crores Turnover	5
			For Turnover between 4 and 6 Crores	7
			For Turnover over 6 Crores	10
9	have applicable tax registrations (PAN, TIN, VAT, CST, Service Tax etc.). Details should be submitted with proper attestation	Mandatory		
10	should have quality certification such as ISO 9001:2015 or equivalent	5	Having ISO or equivalent quality certification	5
			No quality certification	0
11	Should have expertise/infrastructure for the conduct of on-line test.	5	If not having	0
			If having	5
	Total	100		

Only Agencies scoring 70% marks or more in the Technical Evaluation will be shortlisted for opening and consideration of their financial bids.

e. Financial Bids of the shortlisted applicants will be opened in the presence of the e-learning Institute / Organization or authorized representatives of the e-Learning Institute / Organization on a

date/time to be specified by the Authority. Financial evaluation, based on the total fee quoted by the applicant for the contract, will carry a weightage of 30%.

Evaluation Criteria and Identification of Best Evaluated Bid

Evaluation Criteria proposed to be adopted will be **Quality cum Cost Based System (QCBS)** where Technical Bid Score will get a weightage of 70% and Commercial/financial Bid Score a weightage of 30%.

Description of variables used:

- T is the technical score for each bid
- ST is the Total Technical Score for each Bid
- $ST = 0.7 \times T$
- F is the Commercial Bid Price quoted in the Bid under consideration
- FL is the value of lowest Qualifying Commercial Bid Price
- Commercial Bid Score (SF) for each Bid shall be computed as follows:
 - $SF = 100 \times (FL / F)$
- Total Score (TS) for each Bid shall be computed as follows:
 - $TS = (ST) + (0.3 \times SF)$

The Bid, that obtains the highest Total Score (TS) value, will be rated as the Best Evaluated Bid.