

## RFP Notice No.4731 System no 1402

## Pre-Bid Meeting Queries and Answers

		Page	Point No	Date - 24 July 2018	
1	Oswal Infosystem Indore Mr. Mohit Nogori	3	3	180 days	Agreed - please refer addendum S. no. (i) point no 3 in data sheet of tender
		10	3-c	Payroll , Human Resource management	Agreed - please refer addendum S. no. (ii) Abbreviations/ Definition table on page no 5 of tender
		10	6-d to h	Customer Reservation System	Agreed - please refer addendum S. no. (ii) Abbreviations/ Definition table on page no 5 of tender
		11	1.4-4	On-line reservation, on-line payment gateway integration, on-line links to third-party reservation portals, Administration processes, Hotel management operations, Business Planning process, Marketing, Finance, Transport, Water Sports, Purchase Section, Engineering, Report system for Management, etc.	Agreed - please refer addendum S. no. (ii) Abbreviations/ Definition table on page no 5 of tender
		11	5	Human resources management, Customer management	Agreed - please refer addendum S. no. (ii) Abbreviations/ Definition table on page no 5 of tender
		15	2.2	Payroll and HRMS	Agreed - please refer addendum S. no. (ii) Abbreviations/ Definition table on page no 5 of tender
		16	2.3-1	Development of Integrated Hotel management Application	Agreed - please refer addendum S. no. (iii) point no 2.3 page no 16 of tender
		17	2.5-1	To make payment of Salary and pension of the employees, To control the budget sanctioned by the Corporation, To make	Agreed - please refer addendum S. no. (ii)

		scrutiny of every financial proposal.	Abbreviations/ Definition table on page no 5 of tender
19	2.5-9-f	Receipts through Internet / CFCs / KIOSKs	Agreed - please refer addendum S. no. (iv) point no 9(f) point no 2.5 page no 19 of tender
21	2.6-1-c	Web Publication	Agreed - please refer addendum S. no. (ii) Abbreviations/ Definition table on page no 5 of tender
21	2.6-1-d	Provision for integration to e-Tendering system	Agreed - please refer addendum S. no. (ii) Abbreviations/ Definition table on page no 5 of tender
24	2.11-5 to 7	Not linked points	Agreed - please refer addendum S. no. (v) point no 5 and 6 of point no 2.11 page no 24 of tender
26	2.13-3-c	solution manager	Agreed - please refer addendum S. no. (vii) point no 3(c)of point no 2.13 page no 26 of tender
40	3.1-1-b	Eligibility Criteria for OEM	Agreed - please refer addendum S. no. (viii) point no 1(b)of point no 3.1 page no 40 of tender
47	3.2.7 a-f	Basis of Technical Presentation is not relevant	Agreed - please refer addendum S. no. (ix) point no 3.2.7 page no 47 of tender
48	3.3	The Turnover should be related to SAP Business One only	please refer point 3(a) of point no 3.2 on page no 40 of tender
1001,01,122	-	Payroll Annexure	Agreed - please refer addendum S. no. (ii)

				Abbreviations/ Definition table on page no 5 of tender	
		110	30	road permit	Agreed - please refer addendum S. no. (xi) point no 4.32 page no 110 of tender
		61	4.10-5	demand draft/fd should be accepted instead of bank Gurantee	demand draft/fd should be accepted
		60	4.10 -4	The amount of Perfomance Gurantee shall be on the basis of Services Obtained excluding the cost of OEM Product	accepted
		h	4.34	Enterprise Portal	Agreed - please refer addendum S. no. (xii) point no 4.36 page no 138 of tender
2	Nitin Paliwal +91- 9372164993 Trust Systems & Software (I) Pvt. Ltd.	7 and 8		cost of Rfp Document and Earnest Money Deposit- we are registered as MSME/SSI company with Ministry of Micro Samll & Medium Enterprises(Govt of India) as well as with NSIC (Nataional Small Industry Corporation) Govt of India as per their guideline registered unit will get exemption for tender application fees and earnest Money Deposit (EMD) kindly provide us exemption in the fees and EMD please find Enclosed registration certifcate.	accepted - subject to Mpeproc sysetem procedure
		40		a. The average annual sales for the last three financial year ended on 31st March 2018 should be at least Rs 10 crores from SAP Business One Software - Our company involved in this service sector from last 20 years. We are providing services as a system integrator for various type of industries such financial institution, microfinance organization, manufacturing industries etc. Across this different industry verticals, we had implemented different solutions like CBS, tailor made business management applications, SAP Business One Solution, e-commerce solutions, taxation portal etc. Our average annual sales turnover for last three years is Rs. 10+ Cr from services provided to all these different business verticals. So, we request you to kindly except our request to consider companies over all average turnover rather Rs. 10 crores business only from SAP Business One.	Not accepted

	41	<p>Active partnership agreement (MAF – Manufacturer’s Authorization Form) with the SAP Business One OEM under Gold partner category to supply the licenses and to provide implementation services to implement the solution in India-We are Business Management Solution provider company working from last 20 years. Our major tailor made ERP customer from Public Sector Unit was “Mahagenco (Maharashtra State Electricity Generation Company formerly know as Maharashtra State Electricity Board). Where we delivered tailor made ERP solution exclusively used by 3000+ users.As a SAP Business One sales and implementation partner. We are providing our services from last 10+ years and till date implemented SAP Business One solution across 40+ different industry verticals. Our largest implementation in terms of number of users as well as multiple industry verticals in the one database is running on 160+ license users and 4 business verticals. We had developed various integrated add-on modules which we successfully implemented across all over customers as well as other partner’s customers end. Considering our over all experience, we request you to relax this condition for Gold partnership and give preference to experienced partner for healthy competition.</p>	Not accepted
	41	<p>The Bidder should be a CMMI level 3 and above Company -Kindly consider other equivalent quality standards ISO Certificates</p>	Accepted- please refer addendum S. no. (xiii) point no 6 of point no 3.2 page no 41 of tender
	58	<p>Licenses of the proposed SAP B1 + AMC of licenses for the proposed SAP B1 : 50% on Order and 50% after 30 days from delivery- Request to consider at-least 75% of license + AMC payment as SAP process license request only after receiving 100% license fees.</p>	Not accepted

3	Mukul Soni BTO Webtech Solutions Pvt Ltd	41		SAP GOLD partner	Not accepted
	+91- 7000616151			Manufacturer's Authorization Form	Not accepted