

This is in reference to our e-tender notice i.e. RFP for selection of system integrator (SI) for rollout of SAP S/4 HANA in Verka Jalandhar Dairy (tender id PSF/SYS/MARCH/2023) published on 17.03.2023. It is informed that the following amendments are made in the given RFP:

Sr. No.	Clarification/ Amendment Sought	Clarification / Amendment provided
1	Registration in India (Serial No.1, Page 8)	<p><b>From</b></p> <p>The bidder should be a Company registered in India as per appropriate laws with their registered office in India for the <b>last 10 years</b>.</p> <p><b>To</b></p> <p>The bidder should be a Company registered in India as per appropriate laws with their registered office in India for the <b>last 6 years</b>.</p>
2	Positive Net Worth (Serial No.2, Page 8)	<p><b>From</b></p> <p>The Net Worth of the Company must be positive as per the last three years audited Balance Sheet (FY 19-20, FY 20-21 &amp; FY 21-22).</p> <p><b>To</b></p> <p>The Net Worth of the Company must be positive <b>(India/globally)</b> as per the last three years audited Balance Sheet (FY 19-20, FY 20-21 &amp; FY 21-22).</p>
3	Annual Turn Over (Serial No.3, Page 8)	<p><b>From</b></p> <p>Must have an average annual turnover of not less than Rs. 20 Crore during last three financial years each (FY 19-20, FY 20-21 &amp; FY 21-22).</p> <p><b>To</b></p> <p>Must have an average annual turnover of not less than Rs. 20 Crore <b>(India/globally)</b> during last three financial years each (FY 19-20, FY 20-21 &amp; FY 21-22).</p>
4	Relevant Experience (Serial No.6, Page 9)	It is clarified that any project experience in Process or Manufacturing industry shall not be considered under Dairy or FMCG experience.
5	Implementation of proposed ERP	<p><b>From</b></p> <p>The bidder should have experience of full end-to-end implementation / support of SAP ERP for at least 03 (three) Customers in India in the last 08 (eight) years.</p> <p><b>To</b></p> <p>The bidder should have experience of full end-to-end implementation / support of SAP ERP for at least 03 (three) Customers in India / globally in the last 08 (eight) years.</p>
6	Relevant Experience & Technical Evaluation Parameters (Serial No.6, Page 9)	<p><b>From</b></p> <p>The bidder should have completed two (2) end to end implementation of ERP-SAP in Dairy OR FMCG during the last <b>three years</b>.</p> <p>The implementation experience must cover the following modules:</p> <ul style="list-style-type: none"> <li>• Finance and Controlling</li> <li>• Sales &amp; Distribution</li> <li>• Material Management</li> <li>• Production Planning</li> <li>• Quality Assurance</li> <li>• Plant Maintenance</li> <li>• Business Intelligence</li> </ul> <p><b>To</b></p> <p>The bidder should have completed two (2) end to end implementation of ERP-SAP in Dairy OR FMCG during the last <b>five years</b>.</p> <p>The implementation experience must cover at least five of the following modules:</p> <ul style="list-style-type: none"> <li>• Finance and Controlling</li> <li>• Sales &amp; Distribution</li> <li>• Material Management</li> <li>• Production Planning</li> <li>• Quality Assurance</li> <li>• Plant Maintenance</li> <li>• Business Intelligence</li> </ul> <p><b>And</b></p> <p>Go-Live mails or milestone Sign-off documents shall also be accepted as a proof of Go-Live / Work completion</p>
		<b>From</b>

7	Product Partnership (Serial No.9, Page 9)	<p>Bidder should have at least <b>150 employees</b> on its rolls exclusively engaged in SAP ERP, out of which at least 15 employees should be certified consultants for SAP ERP.</p> <p style="text-align: center;"><b>To</b></p> <p>Bidder should have at least <b>100 employees</b> on its rolls exclusively engaged in SAP ERP, out of which at least 15 employees should be certified consultants for SAP ERP.</p>
8	Scope of Work	<p>Due to the requirement of procuring additional professional user licenses: 15 for Verka Mohali Dairy and 25 for Verka Jalandhar Dairy from SAP India by shifting to Rise with SAP Cloud Infrastructure, the scope of work of the RFP has been revised to:</p> <p>The scope of work of the System Integrator is to:</p> <p>I. migrate the existing on-premises Licenses from SAP S/4 HANA in Rise with SAP and add new licenses in Rise with SAP as per Full Use Equivalent (FUE).</p> <p>II. migrate the existing cloud infrastructure (3-tier – Development, Quality and Production) from Microsoft Azure to Rise with SAP (2-tier – Development and Production).</p> <p>III. take up the Roll out of the SAP S/4 HANA already implemented in Verka Head Office, Verka Chandigarh Dairy and Verka Mohali Dairy to Six (6) Milk Unions till Go-Live starting with Verka Jalandhar Dairy that has in addition the Milk Powder Plant as well as extend annual support of software configured for the next three years within a budgeted cost.</p>
9	Technical Parameters Evaluation	<p style="text-align: center;"><b>From</b></p> <p>The Bidder must have its own support centre or office in North India with at least 50 resources for support.</p> <p>50 resources – 3 Marks, 70 resources – 4 Marks, 100 or more resources – 5 Marks</p> <p style="text-align: center;"><b>To</b></p> <p>The Bidder must have its own support centre or office in North India with at least 25 resources for support.</p> <p>25 resources – 3 Marks, 40 resources – 4 Marks, 50 or more resources – 5 Marks</p>
10	Business Function and Performance Requirements	<p>It is clarified that the following clause is being removed from RFP as it may lead to increase in rates of financial bids:</p> <p>SI shall be responsible to integrate / upgrade other modules in SAP S/4 HANA, if required at later stage, including but not limited to the following:</p> <ul style="list-style-type: none"> <li>• Human Capital Management &amp; Payroll</li> <li>• Supply Chain Management</li> <li>• Customer Relationship Management</li> <li>• Social Media Analytics</li> </ul>
11	BOQ Price	<p>Due to the changes made in the scope of work, the format of the financial bid has been revised which is enclosed alongside.</p>

General Manager (QA&E)

**Price bid to be filled and submitted online only**

\*Refer Excel Sheet attached in Tender documents

**FINANCIAL PROPOSAL**

We have read the terms and conditions of the tender documents and understood the role, responsibilities and scope of work and hereby submit the commercial quotes subject to outcome of technical qualifications:

Sl. No	Description	Basic Amount (INR)	GST Amount (INR)	Total (Basic + GST) Amount (INR)
1.	Migration Cost to SAP Cloud (Rise) with HANA: Migration of on-premises licenses and new licenses to Rise, Migration of existing cloud infrastructure from Azure to Rise with SAP Cloud			
2.	SAP ERP Rollout Cost in Verka Jalandhar Dairy (Phase 1)			
3.	SAP ERP Handholding Support Cost (Phase 2)			
4.	SAP Annual Support Cost 1 <sup>st</sup> Year (Phase 3)			
5.	SAP Annual Support Cost 2 <sup>nd</sup> Year (Phase 3)			
6.	SAP Annual Support Cost 3 <sup>rd</sup> Year (Phase 3)			
<b>TOTAL COST of Rollout &amp; AMS (Serial no.1 – 6)</b>				

Sr. No.	Description	Rate				
		Unit	Qty	Basic Rate (Rs. per Unit)	GST (%)	Landed Cost F.O.D. (INR)
<b>7</b>	<b>ADDITIONAL MANPOWER COST (per person per month)</b>					
7.1	Functional Resource with at least following criteria: a) 05 years of experience b) 02 assignments of similar nature c) Qualified CA (for Finance) d) Qualified Dairy Technologist (for Dairy)	per month	1			
7.2	Technical Resource with at least following criteria: a) 05 years of experience b) 02 assignments of similar nature	per month	1			
7.3	Project Management Resource with at least following criteria: (a) 07 years of experience (b) 02 assignments of similar nature (c) PM/PRINCE Certified	per month	1			
<b>8</b>	<b>OPTIONAL COMPONENTS (Not to be considered for evaluation) - Negotiable at the time of specific Agreement Signing stage for 2<sup>nd</sup> stage</b>					
8.1	Rollout Charges for all VERKA units to be covered under 2nd stage.	Nos.	1			
8.2	2nd stage AMC Charges per year after Go-Live	per year	5			
	<b>Grand Total</b>					

Amount in Words .....

**Note:**

- Bidder must be providing 02 (two) Functional Resources for post-implementation support for at least one year whose costing is to be included in the Implementation charges for 1<sup>st</sup> phase. If any more Functional Resource will be required on-board apart from those 02 resources, the cost mentioned under additional manpower shall be taken for man month calculations.*
- For calculation purposes, the monthly cost for additional manpower shall be considered on 30 days basis and shall be multiplied with the actual person-days the resource was deployed.*
- Whenever a new resource is required or an existing resource needs to be replaced (whatever may be the reason), SI must provide VERKA with at least 3 CVs for short-listing the respective resource to be chosen from. The selection of VERKA shall be final and binding on the SI.*
- The Bidder must clearly specify the details of taxes applicable on each line item while quoting the prices. Any new tax / tax system introduced by GOI / State Govt. shall prevail and be applicable from time to time as specified by the notifications issued by the Govt. bodies,*

*however, in su0063h instances; it shall be the responsibility of the SI to intimate VERKA well in advance before submitting their bills with new tax calculations.*

VERKA