



EOI Ref. No. SBI/STU/EOI/2023-24/2 Dated 17.06.2023
Queries raised by prospective bidders

Sl. No	EOI Page No	EOI Clause No	Query/Suggestions	Response
1	23	7	Bidder should have experience and demonstrated capability in providing LMS related consultancy services in India as specified in this EOI to at least one company/organization with Asset Base of more than Rs. 4 Lakh Crores 50 thousand crore as on 31.03.2022, during the last 5 FY	No Changes to the EOI terms are envisaged.
2	23	8	Bidder should have experience and demonstrated capability in providing LMS related consultancy services in India as specified in this EOI to at least one company/organization with employee strength of atleast 45000 10000, during the last 5 FY, as on 31.03.2022	No Changes to the EOI terms are envisaged.
3	31	2	Experience in providing LMS consultancy services to at least one company/organization in India during the last 5 FY with Asset Base of more than Rs. 25 thousand Crores as on 31.03.2022. 1. As mentioned alongside with Asset base of more than or equal to Rs. 1 Lakh Cr - 15 Marks 2. As mentioned alongside with Asset base of more than Rs. 50 thousand Cr and less than Rs. 1 Lakh Cr - 10 Marks 3. As mentioned alongside with Asset base of less than Rs. 50 thousand Cr - 5 Marks	No Changes to the EOI terms are envisaged.
4	31	3	Experience in providing LMS consultancy services to at least one company/organization in India during the last 5 FY as on 31.03.2022. 1. As mentioned alongside with employee strength of more than 25000 - 10 Marks 2. As mentioned alongside with employee strength of 10000 to less than 25000 - 8 Marks 3. As mentioned alongside with employee strength of less than 10000 - 5 Marks	No Changes to the EOI terms are envisaged.

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5	31	1	Experience and demonstrated capability in having executed/completed LMS related consulting projects, in India, as on 31.03.2022 * 1. More than 3 projects in last 5 FY - 20 Marks 2. 2 to 3 projects in last 5 FY - 15 Marks 3. 1 project in last 5 FY - 10 Marks	No Changes to the EOI terms are envisaged.
6	31	1,2,3	Can the same project completed in the past be considered under all the three scoring / eligibility criteria, for past experience?	Yes
7			The ratio of scores for technical and financial bids has not been specified in the EOI	A closed RFP will be issued to the shortlisted bidders who are eligible as per the qualification criteria and score a min. of 60% in the Technical Evaluation Criteria. The weightage of scores for technical and financial bids shall be specified in the RFP that will be issued to shortlisted bidders.
8			Whether detailed approach and methodology and presentation will be made at the EOI stage?	Detailed approach and methodology will have to be submitted as part of EOI. Technical presentations will also be conducted as part of EOI, dates for which shall be advised to the bidders.
9	31	4	What kind of experience / qualification is being sought in the team of professionals?	Professionals in the bidder's team should have experience in providing the consultancy services for LMS in the past 5 years. The desired domain capabilities in the team, considering the nature of the project, include expertise / qualifications in the fields of HR/L&D, Management, IT, etc.
5	24	Appendix-B Bidder's Eligibility Criteria Point 8	Please elaborate what SBI means by Valid Certificate(s) and the format if any.	Letter from client certifying satisfactory completion of the project will be sufficient along with copy of Purchase Order & invoice.