

Tender Ref. No. BPPI/SC/MAH/32/2015



**Invitation for Expression of Interest (EOI) to solicit interest for
Implementation of Information Technology system and Distribution
Network System
for
Jan Aushadhi Scheme**



Bureau of Pharma Public Sector Undertakings of India (BPPI)

(Set up under the Department of Pharmaceuticals, Govt. of India)

IDPL Corporate office, IDPL Complex,

Old Delhi Gurgaon Road, Dundahera, Gurgaon-122016 (Haryana)

Tel: 0124-4223074/4556750, Fax: 0124-2340370, website: janaushadhi.gov.in

Table of Contents

Part I : General Terms

1. Goals of this Expression of Interest (EoI)	4
2. EOI Issuing Authority	4
3. Tentative Calendar of Events	5
4. Bidders' Conference	5
5. EoI Document.....	5
6. Submission of EoI Response	5

Part II : Scope of Services

1. Background.....	7
1.1. About Jan Aushadhi Scheme	7
1.2. About Bureau of Pharma Public Sector Undertakings of India	7
1.3. Existing Supply Chain for Jan Aushadhi Scheme.....	8
1.4. Existing Software Application	8
1.5. Need for the Expression of Interest.....	8
2. Scope of Work.....	9
2.1. Proposed IT System	9
2.2. Proposed Distribution system	12
2.3. Responsibilities of BPPI	14
2.4. Payment Models.....	14

Part III : Bidding Terms and Evaluation Criteria

1. Conditions under which this EoI is issued.....	17
2. Rights to the Content of the EoI response	17
3. Acknowledgement of Understanding of Terms	18
4. Pre-Qualification Criteria	18
5. Evaluation Criteria.....	19
6. Documents to be submitted	20

Part IV : Annexures

Annexure 1: Index of Forms and Supporting Documents	22
Annexure 2: Form I-Details of Organization	23
Annexure 3: Form II- Details of Prior Experience.....	23
Annexure 4: Form III- Undertaking for not been blacklisted	24

Part I: General Terms

1. Goals of this Expression of Interest (EoI)

Bureau of Pharma Public Sector Undertakings of India (BPPI) invites expression of interest from bidders for selection of Service Provider(s) for IT system and Distribution system for Jan Aushadhi Scheme. The IT Service Provider will be responsible for developing a web-based application for drug distribution, ordering, and inventory management, providing training to application users and maintaining and operating the software and hardware for the application. The Distribution System Service provider will be responsible for ensuring the timely supply of Jan Aushadhi products (drugs and other) to Jan Aushadhi stores. The scope of distribution system for this EoI will be the state of Maharashtra.

The EoI intends to bring out the details with respect to scope of services that are deemed necessary to share with the interested bidders. The detailed tender document will be shared with the bidders who clear the EoI stage.

2. EOI Issuing Authority

This Expression of Interest (EoI) is issued by the Bureau of Pharma Public Sector Undertakings of India (BPPI), intended to shortlist potential bidders. BPPI's decision with regard to the shortlisting of bidders through this EoI shall be final. BPPI reserves the right to reject any or all bids without assigning any specific reason.

S.No.	Item	Description
1	Project Title	Selection of Service Provider for IT system and Distribution system for Jan Aushadhi Scheme
2	Client Details	
	Organization	Bureau of Pharma Public Sector Undertakings of India
	Contact Person	Mr Kuldeep Chopra Director (Operations) Email : opr.janaushadhi@gov.in Tel: 0124-4556751 Mr. Gaurav Kumar Agarwal Manager-Logistics & Supply chain Email: mlgt.janaushadhi@gov.in Tel: 0124-4556755 Mr. Hitesh Bhaskar Deputy Manager (IT) Email : dmit.janaushadhi@gov.in Tel: 0124-4556759
	Contact details	Bureau of Pharma Public Sector Undertakings of India (BPPI) IDPL Corporate office, IDPL Complex, Old Delhi Gurgaon Road, Dundahera, Gurgaon-122016 (Haryana). Tel: 0124-4223074/4556750, Fax: 0124-2340370, website: janaushadhi.gov.in

3. Tentative Calendar of Events

The following table enlists important milestones and timelines for completion of bidding activities:

S.No.	Milestone	Date and time
1.	Release of Expression of Interest (EoI)	16-10-2015
2.	Bidders' Conference	23-10-2015 (11:00 A.M)
3.	Last date for submission of written questions by bidders	26-10-2015 (till 5:00 PM)
4.	Response to the Queries	28-10-2015
5.	Last date for submission of EoI Response	09-11-2015 (At 3:00 PM)
6.	Opening of EoI Responses	09-11-2015 (At 3:30 PM)
7.	Declaration of Short-listed firms	To be communicated later

4. Bidders' Conference

BPPI will host a bidders' Conference in Gurgaon at the address given under contact details in Clause 2. The Conference is tentatively scheduled as per the schedule given in Clause 3. The representatives of the interested organizations (restricted to two persons per organization) may attend the bidders' conference at their own cost. The purpose of the conference is to explain the bidders the objective and broad scope of the assignment as per the EoI. It will also provide each bidder with an opportunity to seek clarifications regarding any aspect of the EoI and the project. The venue for the bid conference will be the address given in clause 2.

5. EoI Document

The EoI document can be downloaded from the websites <http://janaushadhi.gov.in> and eprocure.gov.in .

6. Submission of EoI Response

EoI response, in its complete form in all respects as specified in the EoI, must be submitted to Bureau of Pharma Public Sector Undertakings of India at the address specified at contact details in clause 2 on or before the submission deadline as specified in Clause 3. If any of the dates specified in clause 3 falls on a national or state holiday, next working day would be considered.

All pages of the EoI response along with relevant forms should be signed by authorized signatory of lead bidder. The bidder is required to submit two hard copies (one original and one copy) and soft copy (in a non-rewritable CD/DVD). In case of any discrepancy between the soft copy and the hard copy, the content of the hard copies submitted shall be deemed final.

BPPI may, in exceptional circumstances and at its discretion, extend the deadline for submission of EoI response by issuing an addendum to be made available on the BPPI's website, in which case all rights and obligations of BPPI and the bidders previously subject to the original deadline will thereafter be subject to the deadline as extended.

Part II: Scope of Services

1. Background

1.1. About Jan Aushadhi Scheme

The Jan Aushadhi Scheme was launched in 2008, with the aim of selling affordable generic medicines through dedicated sales outlets i.e. Jan Aushadhi stores in various districts of the country. Some of the objectives of the Scheme were laid out as follows:

- Ensure access to quality medicines
- Extend coverage of quality generic medicines so as to reduce and thereby redefine the unit cost of treatment per person.
- Develop a model which can be replicated not only in India but also in other less developed countries in their common goal of improving quality affordable health care.
- Ensure accessibility of any prescription drug or over-the-counter (OTC) drug for anybody at affordable prices.
- Create awareness about generic medicines through education and publicity so that quality is not synonymous with only high price
- Be a public program involving State governments, the Central government, Public Sector enterprises, private Sector, NGOs, Cooperative bodies and other institutions.
- Create a demand for generic medicines by improving access to better healthcare through low treatment costs and easy availability wherever needed in all therapeutic categories.

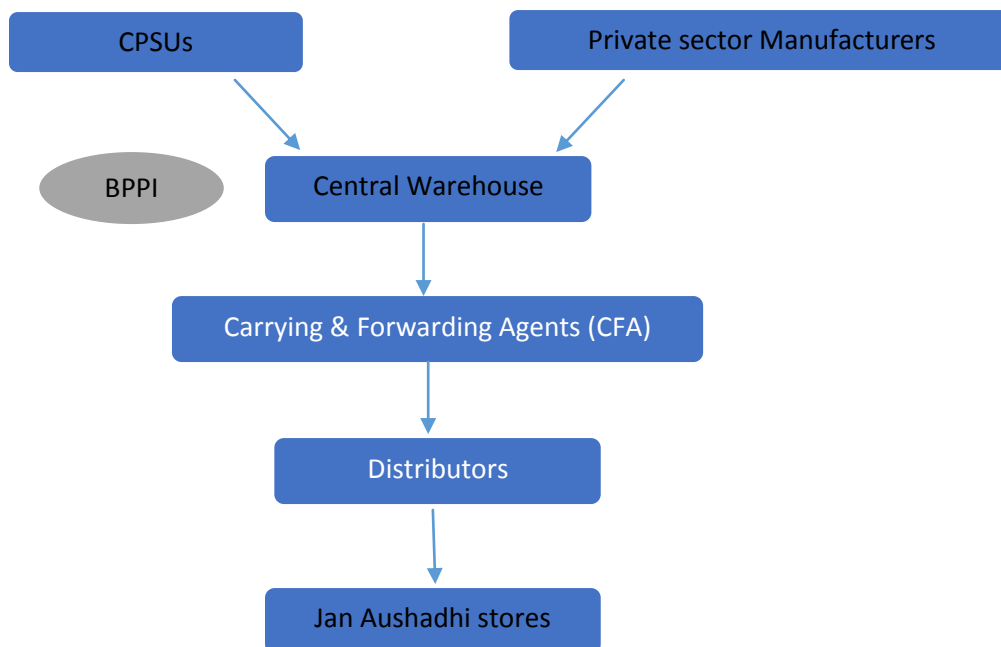
1.2. About Bureau of Pharma Public Sector Undertakings of India

BPPI is an independent society set up by the Department of Pharmaceuticals (DoP), Ministry of Chemicals and Fertilizers in December 2008. BPPI facilitates effective collaboration and cooperation in furthering the working and resources of the five CPSUs under the DoP, and is the implementing agency for the Jan Aushadhi Scheme. BPPI's mission is "To make generic medicines available for all". BPPI is managed by a Governing Council, a President and a CEO. The organization has independent finance and accounts department, operations and administration. BPPI's responsibilities are:

- Co-ordinate marketing of the generic drugs through the Jan Aushadhi stores
- Co-ordinate supply of medicines in the states
- Coordinate with State Governments to open Jan Aushadhi stores
- Coordinate with hospitals in preparation of formulary
- Monitor proper running of Jan Aushadhi stores
- Monitor functioning and activities of the Jan Aushadhi stores

1.3. Existing Supply Chain for Jan Aushadhi Scheme

The structure of the existing Supply Chain for the Jan Aushadhi scheme is given below.



1.4. Existing Software Application

Two applications are in use at BPPI presently. An internal application, for use within BPPI, is meant for order placement to suppliers, sale to distributors, inventory management, financial transactions i.e. accepting and making payments, maintenance of accounts, analysis of data and generation of specific reports. An external application, installed and for use at Jan Aushadhi stores, is meant for order placement, tracking stock levels, and generating receipts.

1.5. Need for the Expression of Interest

The Objective of this EoI is two-fold. BPPI wants an integrated and robust web-based IT system for procurement and drug distribution system. The IT system would support end-to-end supply chain functionality for all stakeholders, from manufacturers to the Jan Aushadhi store level. The system would provide complete visibility and transparency in the operations of the Jan Aushadhi Scheme. The application should be a web based application; this could be a COTS solution or a bespoke development which meet the requirement of BPPI.

Also, BPPI would like to improve supply chain efficiency for delivery of Jan Aushadhi products from BPPI's Central warehouse at Gurgaon to the Jan Aushadhi stores. This includes order placement, order management, inventory management, and proper storage as per requirement for different medicines at various stages of supply chain. To achieve this, BPPI will select a Distribution Partner that will handle the supply chain logistics from receipt of drug in the supplier warehouse till the Jan Aushadhi stores. The scope of the distribution system for this EoI will be the state of Maharashtra. Post successful implementation the same will be replicated across the country.

The bidder either itself or through its logistic partner needs to supply the Jan Aushadhi products to Jan Aushadhi stores.

2. Scope of Work

2.1. Proposed IT System

The IT system would be implemented across the country in phases, with the first phase implemented in the state of Maharashtra. On successful implementation the same will be replicated across the country.

The bidder may also be asked to supply the required hardware (Laptop, Printer and Internet Dongle) for Jan Aushadhi Scheme.

2.1.1. Mentioned below are indicative responsibilities of the IT partner:

a) Phase I – To be completed within 3 months from date of award of contract

- I. Application Development/Customization and Implementation
 - Development of the Project Implementation plan
 - Business Requirements and Process Study
 - Development, Supply, Installation, Configuration & Customization of application as required for all the stakeholders
 - Application Testing
 - Quality Review
 - Data Digitization and Migration
 - Project and Product Documentation
- II. Hardware, Data Centre hosting, Collaboration and Networking
 - Provision of IT Infrastructure for hosting and network connectivity
 - Hosting at Data Centre
 - Redundant Network connectivity from Data Centre and BPPI office
 - Provision of help desk software
- III. Training and Capacity Building
 - Training and Capacity Building requirement
 - Preparation of User manual and Online training modules
 - Imparting of regular refresher trainings

b) Phase II – For the period of 5 years post successful user acceptance test

- I. User Support and Maintenance of the Integrated IT application for 5 years
 - Application monitoring and Compliance to Service Level Agreements
 - Application support including Bugs/Fixes Management
 - Software Change and Version Control
 - Maintenance of Configuration Information & System documentation
- II. Operations and Maintenance of IT infrastructure
 - Help Desk Services

- Server Monitoring, Administration & Management Services
- Backup, Restore and Archival Services
- Database Administration
- User Administration
- Network Management
- Warranty, ATS and Annual Maintenance Contract

2.1.2. Broad functional requirements of the IT system are provided below.

- I. Sales and Order Management system
 - Split orders across multiple warehouses and/or into multiple dispatches
 - Allocate inventory
 - Generate e-receipts and invoices
 - Accept returns
 - Integrated workflow with notifications and alerts, Back Order and Order Status Reports
- II. Drug Demand forecasting system
 - Capture annual forecast of the requirements as provided by JAS stores
 - Predictive analytics to forecast JAS store wise demand based on the past Indent data
- III. Procurement System
 - Supplier Registration and black-listing based on the performance, measured by timely supply and quality of product
 - Support the two-envelope system for procurement
 - Support online process for tendering: e-Tendering system
 - Support Rate Contracts based indenting and allow multiple suppliers for same items
 - JAS stores should be able raise Indent for drugs and Indent aggregation at BPPI level should be possible
 - Indent should be made centrally available to the Suppliers online/ e-mail by BPPI
 - Suppliers should be submitting Invoice online and tracking of the time for payment monitored
- IV. Inventory Management System
 - Support creation and management of drug list as per categories and subcategories as required
 - Supply Schedule provided by the suppliers should be visible to JAS stores
 - Vital, Essential and Desirable (VED) analysis for inventory control – inventory management by prioritizing the drugs
 - Generation of Materials Receipt Certificate at all levels including JAS stores
 - First Expiry First Out in dispensing the medicines at all levels including JAS stores
 - Provision for recording and tracking the receiving and dispatch of medicines at all physical locations using bar-code based inventory tracking system

- Sending samples from drug batches for Quality Control Checks. Codification of the samples should be possible.
- Inventory issue should be permitted only on receiving the results of the quality tests
- Return of Inventory to the supplier when the batch fails Quality tests
- Inter-JAS stores inventory movement should be possible
- Safety stock levels, Re-order points and minimum order quantities to be defined; alerts to show when nearing re-order point
- Stock verification and corrections should be possible
- Visibility of close to expiry stock
- Generate MIS report for availability of stocks at various levels in supply chain management

V. Financial Management System

- Sales & Invoicing at BPPI and also at each of the JAS stores
- Managing Accounts payables and Accounts Receivables
- Payments to Supplier linked to material supply and Quality test results
- System should have capability to generate all statutory compliance reports (e.g. VAT return etc.) and financial reports for all stakeholders who use the software to record transactions.
- The system should have provision for facilitating direct transactions between BPPI and JAS Stores, if required.

VI. Online application for opening Jan Aushadhi stores

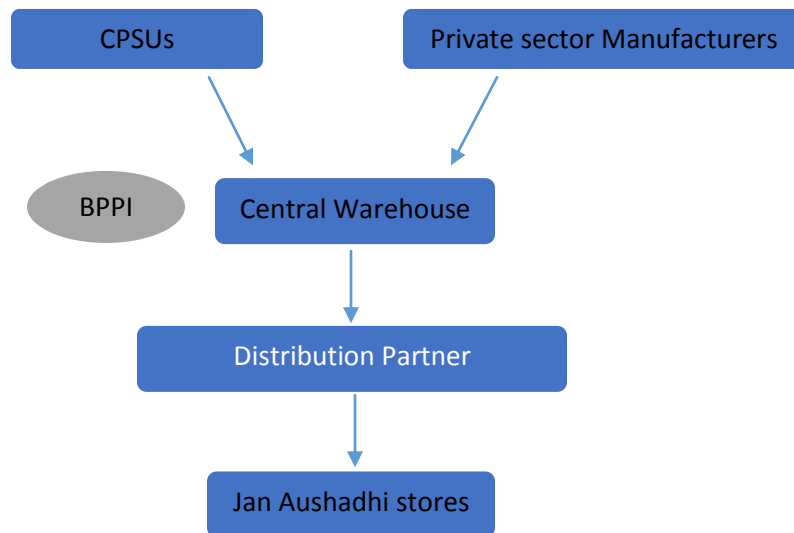
- Instruction to the applicant on eligibility criteria should be made available
- Application shall be accepted based on categories of Applicant (Individual/NGO/Govt Agency) as per policy of the department.
- All supporting documents for the application should be able to be uploaded online.
- The applicant should receive acknowledgement on submission of the application
- An interface for the scrutiny and approving authority shall be made available
- Alert SMS and mail should be sent on various stages of scrutiny
- Provision for uploading any missing/additional support documents should be available to the applicant
- Upon allotment of JAS store the allotment letter should be accessible Online

2.2. Proposed Distribution system

The partner will implement a distribution system initially in the state of Maharashtra. BPPI is planning to open 100 stores initially in the state of Maharashtra. The stores shall be located across the state.

The structure of this system, its salient features, and the responsibilities of the Distribution Partner are described in the next sections.

2.2.1. Proposed supply chain structure



2.2.2. Features of the proposed distribution model

The proposed model will have the following features. Bidders may provide improvements to the same that will ensure optimal supply chain efficiency.

- There will be a single Distribution Partner for delivery of Jan Aushadhi products to the stores. The Distribution Partner will receive the products in its Warehouse, and deliver them to the stores as and when ordered.
- The ownership of the goods will be transferred to supplier at the time of receipt of goods in the supplier warehouse.
- For delivery to stores, the maximum time taken will be within 48 hours after confirmed order from the Jan Aushadhi stores, penalty would be levied post SLA for delivery.
- The Distribution Partner will bear all the costs incurred (including the cost of insurance) from point of collection of Jan Aushadhi Products at its warehouse till the supply at stores.

2.2.3. Responsibilities of the bidder for distribution scope of services

The Distribution Partner would have the following operational responsibilities in executing the distribution activities in the proposed model.

- I. Receive Jan Aushadhi drugs at its warehouse and deliver to stores**
 - Receive the Jan Aushadhi drugs at its warehouse and supply to the Jan Aushadhi stores as and when ordered.
 - The bidder shall provide a system to track the status of the consignment
 - Provide minimum 60 days' credit period to Jan Aushadhi stores against the medicines supplied.
- II. Manage reverse supply chain**
 - Collect expired, returned or unsold products from the Jan Aushadhi stores and return them to BPPI or dispose them, as decided by BPPI.
- III. Creating adequate infrastructure for intermediate warehousing and transport**
 - Create the required infrastructure for intermediate warehousing for Jan Aushadhi products in the states it will supply Jan Aushadhi products to meet SLAs.
 - Set aside defined area for storage of Jan Aushadhi products in the warehouses if the area is also being used for storage of other company's products.
 - Make provision for climate controlled/cold chain for medicines that require the same, within the warehouse as well as its modes of transport, so as to avoid spoilage of the products.
- IV. Meeting the defined SLAs**
 - The partner will meet the SLAs as defined and communicated by BPPI for each distinct activity and level of responsibility handled by the partner.
 - Ensure time-bound delivery of products to stores.
 - Pay the defined penalty in case of non-fulfillment of SLAs.
- V. Demand management and providing MIS to BPPI for initiation of procurement**
 - Assist BPPI in forecasting the drug demand at the JAS stores as well as for other Jan Aushadhi products.
 - Avoid any mismatch between demand and supply and ensure availability at all levels.
- VI. Inventory Management**
 - The agency has to monitor stock levels at its warehouses and at the Jan Aushadhi stores, with an eye on the reorder point and safety stock at each location.
 - Manage distribution, recording, reporting and inventory management of drugs and other supplies at the State/ District/ sub-district levels.
 - Interaction to obtain their information and monitoring the stock of Drugs and Supplies at the State/District/sub-district levels.
 - Monitoring the stock of Drugs and Supplies at the designated ware houses meant for storing the Jan Aushadhi products and ensure supply of Drugs and supplies should be in First Expiry First Out (FEFO) method.

- Monitor the expiry and short expiry items and advise BPPI regarding diversion to States/Districts with short supply.
- Establish buffer stock levels based on lead times and other intervals for proper inventory control.

VII. Monitoring and Support

- Submitting a monthly report on the timeliness of the deliveries made to the stores.
- Resolving issues relating to logistics and supply chain including road permits in respect of transportation and provide information frequently regarding Procurement Status, Supply status, Consignee wise Quantity Supply Status, Advancement details etc.
- Preparation of SOP Manual along with Training Manual on supply chain & Inventory Management for sub-district levels for training purposes for JAS stores.
- Support the BPPI on ground staff and Marketing officers in effective supply chain management.

VIII. Insurance

- Take insurance for the Jan Aushadhi products against spoilage, damage, theft, loss, for the duration that the partner will be in possession of the same.

IX. Drug license

- The Bidder should either have a valid drug license for the states it would operate within or procure the same within 15 days from the date of issue of LoI.

2.3. Responsibilities of BPPI

- BPPI will be responsible for opening of Jan Aushadhi stores.
- BPPI shall ensure supply of Jan Aushadhi products to distribution partner at designated locations in State.
- BPPI will provide data related to procurement planning and supply schedule of manufacturers.
- BPPI will provide appropriate credit period to distribution partner to be decided at RFP stage.

2.4. Payment Models

2.4.1. Payment model for IT scope of services

The IT service provider will have a fixed payment system which will be staggered over project milestones. This will be finalized at RFP stage. The maintenance phase contract will be executed independently with same or different bidders.

2.4.2. Payment model for distribution scope of services

The payment terms would be finalized in consultation with the shortlisted bidders after EoI Stage. Bidders are encouraged to suggest reference to any of below or alternate payment models.

Currently, the following tentative payment models are being considered for payment to supply chain partner. It is expected the distribution cost should be within industry standards and less than current expenditure incurred on distribution.

The turnover term used is for actual cash collection and not sale/purchase on accrual basis.

I. Fixed margin over the turnover or a minimum guaranteed payment

The distribution partner will operate on an agreed upon fixed margin on the turnover from Jan Aushadhi products for the month. A minimum monthly guaranteed payment will be fixed and the gap amount will be paid in case the margin amount is below the minimum guaranteed payment for a particular month. Thus, the only payment to be made by BPPI would be the gap amount each month, if any.

II. Fixed margin without any minimum guarantee payment

The distribution partner will operate on an agreed upon fixed margin on the turnover from Jan Aushadhi products for the month (margin to be adjusted to compensate the absence of minimum guarantee payment). There will be no minimum guarantee payment made in any scenario.

III. Fixed margin varying by the amount of turnover achieved

The Distribution Partner will operate upon a margin which will vary based on its monthly turnover from Jan Aushadhi products. These rates will be mutually agreed on at time of contract signing. The turnover figures will be divided into ranges, and a different margin will be defined for each turnover range.

Any one of the above models, a combination of any of the above or any new model suggested by bidders may be adopted as a payment model for Distribution Partner at the RFP stage.

Part III: Bidding Terms and Evaluation Criteria

1. Conditions under which this EoI is issued

- a) This EoI is not an offer and is issued with no commitment. BPPI reserves the right to withdraw the EoI and change or vary any part thereof at any stage. BPPI also reserves the right to disqualify any bidder, should it be so necessary at any stage if BPPI determines that such action is in the best interest of the Jan Aushadhi Scheme.
- b) BPPI reserves the right to call additional parties at the time of inviting proposals at later stages, as deemed necessary.
- c) The responses received through this EOI would be first screened on the basis of eligibility. Thereafter the eligible responses would be evaluated for the Technical solution and the Approach & Methodology and the bidder would be shortlisted. Short-listed bidders would be issued formal tender enquiry/Request for Proposal (RFP) inviting their technical and commercial bids at a later date.
- d) The bidder submitting their proposals must be able to commit to engage with BPPI for at least 5 years.
- e) The bidder should agree to make presentations related to the information sought in response to this EOI, if so requested by BPPI. The bidder may use this opportunity to showcase the tools or any other solution proposed as part of the methodology.
- f) The bidder shall bear all the costs for participation in the bid process including preparation of responses to the EoI and presentation to BPPI and must be ready to undertake this activity on its own.
- g) Timing and sequence of events resulting from this EoI shall ultimately be determined by BPPI.
- h) No oral conversations or agreements with any official, agent, or employee of BPPI shall affect or modify any terms of this EoI and any alleged oral agreement or arrangement made by a bidder with any department, agency, official or employee of BPPI shall be superseded by the definitive agreement that results from this EoI process. Oral communications by BPPI to bidders shall not be considered binding on BPPI, nor shall any written materials provided by any person other than BPPI.
- i) Neither the bidder nor any of the bidder's representatives shall have any claims whatsoever against BPPI or any of their respective officials, agents, or employees arising out of, or relating to this EoI or these procedures (other than those arising under a definitive service agreement with the bidder in accordance with the terms thereof).
- j) Applicants who are found to canvass, influence or attempt to influence in any manner the qualification or selection process, including without limitation, by offering bribes or other illegal gratification, shall be disqualified from the process at any stage.
- k) Each applicant shall submit only one EoI response as specified in EoI.
- l) The EoI Response should detail out the technical solution and approach to be followed for the assignment.
- m) The proposal and all correspondence and documents shall be written in English.
- n) No financial proposal or cost information for assignment is required at this stage

2. Rights to the Content of the EoI response

For all the bids received before the last date and time of bid submission, the EoI response and accompanying documentation of the Pre-Qualification criteria will become the property of BPPI and will not be returned after opening of the EoI response. BPPI is not restricted in its rights to use or disclose any

or all of the information contained in the response document and can do so without compensation to the bidders. BPPI shall not be bound by any language in the EoI response indicating the confidentiality of the response or any other restriction on its use or disclosure.

3. Acknowledgement of Understanding of Terms

By submitting a response against the EoI, each bidder shall be deemed to acknowledge that it has carefully read all sections of this EoI, including all forms, schedules and annexure hereto, and has fully informed itself as to all existing conditions and limitations.

4. Pre-Qualification Criteria

The bidder must satisfy the following criteria to be considered a valid Bidder for the project.

S. No.	Criteria	Documentary proof required
I. Statutory requirement:		
1.	The bidder must be a single legal entity registered in India as a company under the Company Act, 1956, or a partnership firm, having a registered office in India, and should have been operational in India for at least the last five financial years	Certificate of Incorporation from Registrar of Companies (ROC) or Partnership deed
2.	The Bidder should be an income tax assessee	Income tax assessment order/returns for last three financial years (2012-13, 13-14, 14-15)
3.	The Bidder should not be blacklisted by any Central/State/Govt. Undertaking Organization	Form III in Annexure 4, filled in, signed and stamped as specified
4.	Drug License	Copy of the drug license if already available or an undertaking to obtain the required license(s) within the stipulated time period after the issue of LoI
II. Financial strength:		
1.	The Bidder must have minimum average turnover of Rs. 50 Crores during the last three financial years (2014-15, 2013-14, 2012-13)	Statutory auditors certificate supported by Auditor certified Financial Statements for the last three financial years (2014-15, 2013-14, 2012-13) In case audited statements for 2015 are not available, statements for 2011-12 may be submitted, along with a signed declaration by the Auditor that audited financial statements for 2015 have not been released as on date of submission of documents
2.	The Bidder should have had positive net worth in the last three financial years (2014-15, 2013-14, 2012-13)	
III. Domain experience:		
1.	The Bidder should have satisfactorily completed at	Project Citations for each Project

	least 2 large projects having IT/ITeS component worth above Rs. 5 Crores each, involving services to Government/PSU in India, during the last five financial years.	Work Orders and Completion certificates for each project
2.	The Bidder or the subcontracted logistics partner should have provided logistics services to at least 1 project, with an annual consignment worth more than Rs. 2 Crores, during the last five financial years	
3.	The bidder or the subcontracted logistics partner must demonstrate technical capability for tracking the consignment	Documentary proof to be provided as part of the response document and the same to be demonstrated during the technical presentation

5. Evaluation Criteria

The bidders satisfying the pre-qualification criteria will be further evaluated on the following criteria and marking scheme. Only the bidders scoring 60% marks as per evaluation criteria would be shortlisted for further stages.

- I. Detailed approach and methodology to be followed for the Technical solution and Distribution model implementation
- II. Experience of organization and professional staff strength having similar experience as specified in scope of work
- III. Presentation to the BPPI on Approach and solution to be adopted.

Sr. No	Parameters	Marks
1.	Proposed Methodology for: A. IT System <ul style="list-style-type: none"> Application Development/customization methodology Solution deployment methodology Training Methodology Operations & support methodology B. Distribution System <ul style="list-style-type: none"> Model proposed Distribution strategy 	IT system: 20 Distribution System : 10
2.	Average annual turnover of the company for the last 3 financial years Rs. 50 Crores to 75 Crores: 5 Marks Above Rs. 75 to 100 Crores: 10 Marks Above Rs. 100 Crores : 15 Marks	15
3.	IT/ITeS projects involving services to Government/PSU of value above Rs. 10 Cr each, during the last three years. 2 projects = 7 Marks 3-4 projects = 10 Marks More than 4 projects = 15 Marks	15
4.	No. of projects where bidder has provided Logistics services for annual consignment worth above 2 crores	10

	1 projects = 7 Marks 2 or more projects = 10 Marks	
5.	Number of resources working with the Bidder organization as on 31st March 2015 300-500 resources = 5 Marks 501-1000 resources = 7 Marks Above 1000 resources = 10 Marks	10
6.	Presentation	20
	Total	100

6. Documents to be submitted

A checklist (Annexure-1) indicating the documents submitted with the tender document and their respective page numbers shall be enclosed with the tender document. The documents should be serially arranged as per Annexure-1 and should be securely tied or bound.

Part IV: Annexures

Annexure 1: Index of Forms and Supporting Documents

Sr. No	Form & Supporting Documents	Complied (Yes/No)	Page Number
1	Form I: Details of the Organization		
	Supporting Documents: Certificate of Incorporation from Registrar of Companies (ROC) or Partnership deed		
	Relevant Sections of Memorandum of Association of company to indicate the nature of the business of the company		
2	Financial Information		
	Supporting Documents Auditor certified Financial Statements for the last three financial years (2014-15, 2013-14, 2012-13) Please include only the sections on P&L		
	Income tax assessment orders/returns for the last three financial years (2014-15, 2013-14, 2012-13)		
3	Form II: Details of Prior Experience		
	Supporting Documents Project Citations for each Project as expected in Technical evaluation Work Orders and Completion certificates		
4	Form III: Undertaking for not been blacklisted		
5	Technical Solution Document		
6	Approach and Methodology		
7	Other relevant documents Power of attorney in favor of authorized representative. HR certificate for number of full time resources Any other documentation relevant to the assignment		

It is mandatory to provide all the information requested and failure to do so would be treated as non-compliance.

Annexure 2: Form I-Details of Organization

Name	
Nature of the legal status in India	
Nature of business in India	
Date of Incorporation	
Address of the Registered Office in India	
Details of the Authorized representative (Name, designation, contact information, email)	
Other Relevant Information	

Annexure 3: Form II- Details of Prior Experience

Client Information	
Name of the Client	
Details of the Clients Contact person for reference Please include name, designation, postal address, contact phone, fax number and email ID	
Any relevant details of the organization	
Project Details	
Total contract value of the project	
Domain of the Project	
Please provide a description of the project including the scope of the project, complexity of project, significant achievements and any other detail considered significant	
Date of commencement of project	
Date of successful completion of project If the project is not completed, indicate the milestones already achieved and expected date of completion	

One form for each project reference duly certified by the authorized signatory

Annexure 4: Form III- Undertaking for not been blacklisted

{Place}

{Date}

To,

Bureau of Pharmaceuticals Public Sector Undertaking of India

Ref: EOI for IT enablement of Supply Chain Management of Generic Drugs for JAS dated _____

Subject: Self Declaration of not been blacklisted in response to the **EOI for IT enablement of Supply Chain Management of Generic Drugs for JAS.**

Dear Sir,

We confirm that our company, _____, is not blacklisted in any manner whatsoever by any of the State/UT and/or central government in India on any ground including but not limited to indulgence in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.

Place:

Date:

Bidder's Company Seal:

Authorized Signatory's Signature:

Authorized Signatory's Name and Designation: