## HIGH COMMISSION OF INDIA CANBERRA

Dated: 6<sup>th</sup> May 2024

	RFP Document	Points of clarification	Clarification by
О.	Reference(s) (Section & Page No.)		Mission
1.	Page no. 6, Point no. 9  5,70,051 no. of transactions/services handled during the three-year period from Jan 2021 to Dec 2023.	Kindly provide the year-wise, service and jurisdiction-wise breakup	Indicative year-wise and jurisdiction-wise break up is as follows: <b>2023</b> Adelaide: 10727 Brisbane:11051 Canberra:13323 Melbourne:79677 Perth:22426
			Sydney:67761
			2022
			Adelaide: 9332 Brisbane:11320 Canberra:14049 Melbourne:73435 Perth:21404 Sydney:68056
			2021
			Adelaide: 7838 Brisbane:8272 Canberra:8436 Melbourne:48859 Perth:13774 Sydney:46910
2.	Page no. 7 Chapter II	Reference to the date given of 6 <sup>th</sup> May for response to written queries and 13 May for Issue of Corrigendum with 14 May as the last date of submission. The window is too narrow to adjust the bid queries	of corrigendum has been changed to <b>7</b> <sup>th</sup> <b>May 2024</b> .
3.	Chapter III Point No. xii, Page No. 10 Security Deposit (EMD) and other Bank		

	Guarantees (BGs) can be furnished through SWIFT (including e-		Yarralumla, Canberra, ACT-2600
	Bank guarantee)		Bank Account Number::
			062902-00290165 (Australian Dollar account)
			Bank name & address: Commonwealth Bank of Australia, Manuka Shopping Centre, 28 Franklin St & Flinders Way, Manuka ACT 2603
			BIC/Swift code: CTBAAU2S
4.	Chapter XIV, Page No. 74 Point No. 1(ii)	Kindly advise how many originals and copies of technical bids are required.	One copy of the technical bid should be original and three copies could be in duplicate.
5.		Kindly confirm will this be a regular feature & if yes will be at all the High Commission / Consulates	
6	Page no. 27 Point No. (vii) Postal Applications	Please provide details of applications received in person and received by post / courier at each ICAC.	•
7.	Chapter X Page No 51 point No 1(i) Bank Guarantee for	Kindly give the amount for the same	Please refer to Chapter X para 1 (i) at page no. 51 of the RFP.
	Performance and Premature Termination.		The actual amount will be intimated at appropriate stage of the bidding process.
8.	Chapter VII Page No. 29, Point No. xii (a)		Average daily calls- 400* Average daily emails- 150*

			*Figures are only indicative
9.	· · · · · · · · · · · · · · · · · · ·	Can the BID docs be signed by DSC or physical signatures are reqd.	Bid documents are to be signed physically.
10.	General Query)		
11.		Kindly clarify whether local taxes are direct or indirect taxes.	It's the responsibility of the OSP to pay all the local taxes (VAT, GST, etc,.) during the contract period.
12.	•	Kindly clarify from whom the said certificate is to be provided.	Self-declaration on letterhead would be sufficient. However, in case of any noncompliance is found at any stage, High Commission of India Canberra/Ministry reserves the right to cancel the contract.
13.		How many consular camps will be conducted during a calendar year?	Consular Camps will be conducted as per requirement of the community assessed by Mission/Posts from time to time.
14.		SWIFT (including e-bank guarantee) hence affixing of bank seal is not possible. Pls clarify on the same.	
15.		Since the BG can be furnished through SWIFT (including e-Bank guarantee) hence Stamp paper requirement does not exist. Pls clarify on the same.	for BG issued by the
16.	Annexure E / Technical	We understand that detailed textual	Technical bids must

	Bid	explanations are required within the main body of the document, and any supplementary content such as tables, charts, and photographs should be included as annexures. Could you please clarify if there are any specific formatting guidelines we should follow regarding these annexures? Additionally, could you confirm the preferred method for labeling or referencing these annexures to maintain clarity and coherence in the documentation?	mentioned in Annexure E. There are no specific guidelines for formatting/labeling/refer encing.
17.	General Query	Biometrics for which services (visa/ppt / OCI / CG) are required?	Biometrics is mandatorily required for the passport, visa, GEP, PCC, and OCI services. Expansion of biometrics to other services may happen based on Government. guidelines.
18.	Chapter VII Pt. A (xi) Pg. 25 SCOPE OF WORK AND DELIVERABLES REQUIRED Table in point (xi)	The mandatory VAC area and the number of staff in the RFP seem to be disproportionate in comparison to the application count given for the last three years and expected application count for next three years. View of this, ICAC area need to be reduced proportionately? Request the mission consider this appropriately?	issued in this regard.
19.	Chapter VII Pt. P(vii) Pg 44  Submission hours ICAC should remain open for six days a week from Monday to Saturday.		technical specifications

20.	Clause 12 E . Pg 29.  The telephone enquiries shall be attended to from 8 AM to 8 PM on all working days.		
21.	Chapter X Pt. (1) (ii) Pg 51 BANK GUARANTEES (BGs)	Please provide the exact amount of Performance Bank Guarantee (PBG) to be given as it is not listed in the tender document (after taking into consideration the calculation mechanism provided under Chapter X, Pt. (1) (ii) @ Pg 51).	X Para1 (ii), in this regard. The exact amount will be decided based on the Service
22.	Chapter X (iii) Pg 51 BANK GUARANTEES (BGs)	Please provide the exact amount of BG for premature termination (after taking into consideration the calculation mechanism provided under Chapter X Pt. (1) (iii) @Pg 51).	Please refer to Chapter X Para1 (ii), in this regard. The exact amount will be decided based on the Service Fee quoted by L1 to whom the contract is awarded.
23.	Eligibility Criteria & Page No. 109 Annex-D:	In general practice in India, Balance Sheet is typically prepared on a Financial Year basis, starting from 1st April and ending on 31st March.  The financials for Year 2023 are still under audit review. Hence can we submit the audited financials for three	accept balance sheets on the basis of the prevalent accounting year of the country where the company is registered.
		years 2020, 2021 and 2022 and unaudited financials for Year 2023.	
			The audited balance sheet for the year 2023/2023-24 shall be

			submitted before the award of the contract.
24.	/PCC/Surrender	Please explain under what terms will Global Entry Program (GEP) Verification come into effect.  Can the Mission advise on what is the expected launch timeline for rollout of chip enabled e-passport services?	GEP verification service is already integrated into the Global Passport Seva Project of the Government of India.
	Certificate (Renunciation of Indian Citizenship)/Global Entry Program (GEP) Verification/ Miscellaneous Attestation related support services		There is currently no specific timeline for the implementation of e-Passports that has been prescribed by the Ministry.
25.	Chapter I, Page-6, point 9  The Mission/Post handled approximately 5,70,051 no. of services/ transactions during the three-year period from Jan-2021 to Dec-2023 (ie. approximately 760 transactions/services per working day, assuming 250 working days in a year.	Kindly provide the last 3 years month on month volumes for application services for each category along with the breakup of each service.	volumes keep varying,
26.	Page 27, Point vii Postal applications  Submission of applications: Applications may be submitted at ICAC, in person /through a representative or by postal means.	Kindly confirm if the Service provider is allowed to accept the applications through postal/courier.	
27.	Chapter I, Page-4, point 5 In the event of rollout of	In the event of rollout of chip enabled e-passport services -What is the expected increase in volume. What volumes are supposed to be	introduced as of now
	chip enabled e-passport	• •	Regarding the number

	responsible for enrolment and capture		applications for the
28.	Work Point Xi Indian Consular Application Center		collected at the time of booking the appointment. Appointments must be available to applicants
29.	Chapter VII, Point I, Page 37 Installation of Applications, Software and hardware for Consular Services.	Will the mission/MEA provide the software for Consular / Misc Attestation services.	If required, the software for Consular / Misc Attestation services will be provided by the Mission/MEA.
30.	Chapter VII, Page 37, Point G, sub point C Return Of Documents to the applicant: Facilitate applicant or his/her authorized representative for collection of document / passport from ICAC;	Can we consider travel agent as the representatives of the applicants for the collection of documents.	
31.	Chapter X, Page 77, point ii, Sub point (d)  Financial Bid Evaluation The financial bid for Service Fee in three components, namely basic service, biometric enrollment of ten-finger print and enrollment of facial biometrics along	It is requested that the price of OS services should also be disclosed as it is a part of the formula to arrive at the Lowest quotient (Q) Lowest quotient (Q)= Sum of: [ (Service Fee for Basic Service + Finger biometric fee + Facial biometric fee) x 0.90 + (Sum of all Optional Services charges divided by total number of OSs) x 0.10] as well as L1.	The price of OS services will not be disclosed separately.

	with prices for OSs will be opened on the same day. The prices quoted for Service Fee by L1, L2 and so on, will be announced along with the details of Total Expenditure and Total Receipts quoted by the respective Bidding Companies.		
32.	Page No. 6 Point 11  The OSP shall establish 06 Indian Consular Application Centres (ICACs) for CPV Services as specified in Section 1(A) (xi) of Chapter VII under the jurisdiction of Mission/Post in Adelaide, Brisbane, Canberra, Melbourne, Perth and Sydney	Please confirm of there is any specific requirement for the distance of the proposed ICAC from the High Commission of India, Canberra.	- 1
33.	Page 14, Point e  The prospective bidders are expected to be aware of the Government of India's policy of visa liberalization, OCI and E-visa Scheme.	To complete the umbrella of India Visa services, can the OSP provide form-filling assistance to applicants for submitting e-Visa through the same website?  Will the service fee for such services be the same as the service fee for CPV services under the scope of this RFP?	to be part of the project.
34.	Chapter I, Pt. 8 (iii)  Capturing of biographic data and photograph and transfer the data electronically to Mission/Post.		attempts. Biometric data should be
35.	Chapter I, Para 8 (v)	Kindly provide the Data Protection Guidelines and Information Security	_

		Standards.	
	Strictly adhere to data information security standards as set by Mission/Post, NIC and GPSP team		
36.	Chapter I: RFP Para 9	What will be the jurisdiction for the applications submitted at Brisbane, Sydney and Adelaide, please advise	
	Chapter I: RFP Para 11		New South Wales and Southern Australia- Sydney
	Chapter VII- Scope of work and deliverables required Para A (xi)		Tasmania and Victoria – Melbourne
	Annexure C-Financial bid		Western Australia and Northern Territory – Perth
	The Mission handled approx. 5,70,051 no. of		Queensland – Brisbane
	CPV services/ transactions during the period from January 2021 to December 2023.		ACT- Canberra
	The OSP shall establish 06 ICACs as follows: Adelaide, Brisbane, Canberra, Melbourne, Perth and Sydney.		
37.	Chapter I: RFP Para 12 Chapter VII: Scope of work and deliverables required Para A (xi)	Mission may elaborate on approximate increase in number of ICAC in order to work out cost.	
	The Mission and Posts may need to increase number of ICACs, if deemed necessary.		
38.	Chapter III: Instructions to Bidders	Is there any minimum price which has been decided by the Mission, below which a bid will be considered	
	Pt. (I)	unresponsive?	estimated expenditure

		Would the bidder be given an opportunity to explain the price breakup along with supporting documentation?	including local taxes payable shall not exceed the total estimated revenue. The viability/reasonablenes s of the expenditure quoted under sections B and C of Annex-C will be evaluated and decided upon by the Mission, based on Local data and the inputs and the justification provided by the Bidder.
39.	Chapter III,	Do we have any tentative timelines when GOI's policies mentioned in this	There is currently no
	Determination of Service Fee (xix) (e)	clause will be implemented?	has been prescribed by the Ministry.
	The prospective bidders are expected to be aware of the Government of India's policy of visa liberalization, OCI and E-visa Scheme. The Government of India reserves the right to further liberalise the visa regime.		
40.	MANDATORY	Please confirm to which year, conversion rate of AUD to INR will be applicable for getting the equivalent years of Turneyer and Net Worth for	for the years is: 1AUD = Rs. 57.47 (2021), 1
	Para 1 (ii), (iii)	value of Turnover and Net Worth, for the respective financial / calendar years, e.g. Jan 2021-Dec 2023.	
			•

41.			
	Enquiry and Grievance Redressal mechanism  (a) The OSP shall provide an efficient and shall maintain a chat bot in the Web site and a dedicated WhatsApp bot.		
	Whereas on 65 in item Service Level Matrix. No. 30D, it mentions the OSP agrees to provide Whatsapp Bot/Chat Bot.		
42.	PROPOSAL (RFP) Point 05	necessary for us to include in our price bid. At this time, we do not have any clarification regarding the quantity, technical specifications, or any other hardware/software requirements.	technical specifications required are detailed in the RFP. Quantity of hardware planning is for bidders to make, taking in to account

	necessary biometric capturing software for the purpose while the hardware shall be the responsibility of the OSP as per the standards prescribed by Gol's National Informatics Centre (NIC). No request/claim for any hardware and its installation would be entertained under any circumstances during the period of contract. Hence the rates should be quoted with these provisions in mind. The OSP shall coordinate with the Post and NIC or any other agency authorized by the Ministry to put in place seamless procedures for this purpose.		
43.		We kindly request clarification regarding the possibility of revising the existing rates in the event of an extension of the agreement after the contract period, taking into consideration any changes in the price index of the country. This may include a revision in the service fee, the applicable local taxes (VAT/GST, etc.), and the minimum wages, in order to maintain the viability of the project.	& conditions of the RFP.
44.	Page no.74 Chapter XIV Sending Bids to the Mission Point No. (ii)	It is mentioned that the bidder should be submit four copies of bid along with soft copy in a CD. We further request to the authority kindly allow to submit CD at the Ministry of Delhi office or	submitted as specified in RFP. An email may be sent to Mission

	closed envelope		
45	General Query Responsibility of Handling of applications transition period.	The process for transferring remaining applications from the current service provider to the newly appointed service provider is not specified in the Request for Proposal (RFP). This is an important aspect of assuming responsibility and we kindly request clarification on this matter.	transfer of applications between the existing and the new SP. The
46	General Query  Utilize the services of a subcontractor for a specific category.	We kindly further request confirmation is it possible to utilize services of a subcontractor for a specific category of ancillary service.	
47	CHAPTER VII- Clause No.3 (viii) Premium Lounge Service	In reference to the clause Regarding the Should the cost of establishment of a premium lounge be incorporated into the price bid model?	Service will not be part
48.	EVALUATION PROFORMA. 7(a).	Is it necessary to include links to the live versions of the website application and dashboard in the bid response, or can we simply provide UI design templates (screenshots) instead? Will the evaluation criteria for this aspect differ between the live version and screenshots of the demo version?	Demo of live version only.

49.	CHAPTER VII- Clause No.3 Premium Lounge Service	Kindly provide details of percentage of applicants opting for Premium lounge and general application centre service currently?	Please see the reply at Question No. 47
50.	PARKING FACILITIES WITH CAPACITY AND TYPE OF PARKING	Is there a defined criterion or guideline specifying the minimum number of parking slots required to attain the maximum score of 5 marks in the ICAC evaluation?	The OSP may offer Parking slots based on the average number of applicants visiting ICAC in a day and the working hours of ICAC as given in the RFP
51	CHAPTER VII- Clause (xi) Indian Consular Application Center (ICAC)	In accordance with the details outlined in the RFP, are we permitted to utilize the existing space currently hosting the operational ICAC, or is it obligatory to establish a new ICAC at adifferent location?	The OSP is required to set up an entirely new ICAC having new civil infra (including chairs, tables & furnishings) and IT infrastructure (including desktops, workstations, POS, Token machines, etc.,) and other necessary facilities/utilities
52.	CHAPTER VII- Clause (xi) Indian Consular Application Center (ICAC)	As per the specifications provided in the RFP, if we opt to utilize the current ICAC premises, are we permitted to retain and utilize the existing furniture, IT setup, security system, and other fixtures, or is it mandatorily required to replace the entire setup with new installations?	Please see the reply at Question no. 51
53.	CHAPTER VII- Clause (xi) Indian Consular Application Center (ICAC)	If an existing OSP opts to utilize the existing ICAC space and infrastructure, will another bidder receive higher marks or weightage in the bid evaluation process by offering a new space and a completely new setup?	Please see the reply at Question no. 51  The technical evaluation Marks for ICAC will be awarded as per the Technical evaluation proforma given in Part III, Annexure-E.
54.	ANNEX C- PART III Justification for Service Fee quoted	an a mara profit model by indicating	Yes, but the total estimated expenditure including total local tax payable, shall NOT exceed the

		estimated expenditure, considering that the Optional Service is charged separately to the applicant?	total estimated revenue. ie. The profit amount shall not be negative.  Regarding optional services, Chapter III, para xx(b) may be referred.
55.	General Query	Please differentiate in the sq. Ft or number of counters to be used for passport service and attestation service in the center	Bidders are to make self-assessments based on the number of applications
56.	ANNEX C- PART III Justification for Service Fee quoted	by SD from applicants on actual basis	The OSP shall collect bank/agency charges, if any, for such transactions from the applicants on an actual basis. Any bank charges levied on such transactions will not be borne by the Mission. A detailed mechanism will be worked out, in this regard, at the time of signing of the contract
57.	ANNEX:E: PART III- 3(B) OPERATIONAL EFFICIENCY OF THE SUBMISSION PROCESS	Is it permissible to conduct the Enquiry, Examination, Verification, Fee Collection, and Delivery processes at the submission counters, or is it obligatory to designate separate counters and staff for each task?	Please refer to Para 3 (b) in Part III of Annex E
58.	General Query	Could you please provide the tentative date for the technical bid presentation? We need this information to finalize the travel plans for the individual attending.	It Will be intimated after the opening of technical bids.