

**Request for Proposal (RFP)**  
**For**  
**Program DRISHTI**  
**(Data Re-engineering for Insights and Strategic Transformation Initiative)**

**RFP No: SBIL/2024-25/D&I/001 Dated 27/11/2024**

**Confidentiality** – All information included in this RFP and contained in any subsequent communication/s is confidential and is intended only for the recipient's knowledge. No information included in this document or any subsequent communications or disclosed in any discussions connected to it can be disclosed to any other party. Receipt and viewing of this document imply acceptance of the above confidentiality norm.

**SBI LIFE INSURANCE COMPANY LTD.,** having its registered office at “Natraj”, M. V. Road & Western Express Highway Junction, Andheri (East), – Mumbai 400 069 and its Central Processing Centre at 8th Level Seawoods Grand Central, Tower 2, Plot No R-1, Sector 40, Seawoods, Nerul Node, Navi Mumbai- 400706.

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**Schedule of Events**

Sr. No	Particulars	Remarks
1	Contact details of issuing department	<b>Dept. Name:</b> IT Dept – Data & Insights <b>Name:</b> Laxmikant Mandhare <b>Designation:</b> SVP <b>Email Address:</b> <a href="mailto:IT.DA@sbilife.co.in">IT.DA@sbilife.co.in</a> <b>Contact Address:</b> SBI Life Insurance Company Ltd. Central Processing Unit, 7th & 8th Level, D Wing, Plot No R/1, Seawoods Grand Central, Tower 2, Sector 40, Navi Mumbai, Maharashtra 400706
2	Bid Document Availability including changes/amendments, if any issued	RFP may be downloaded from SBI Life's website <a href="https://www.sbilife.co.in/en/services/download-center/rfp-forms">https://www.sbilife.co.in/en/services/download-center/rfp-forms</a> from 27 <sup>th</sup> Nov 2024 to 19 <sup>th</sup> Dec 2024
3	Last date for requesting clarification	Up to 4pm on 6 <sup>th</sup> Dec., 2024  All communications regarding points / queries requiring clarifications shall be given by e-mail on above mentioned email address mentioned under Item No. 1 above.
4	Pre-bid Meeting & Venue	on 9 <sup>th</sup> Dec 2024 at: SBI Life Insurance Company Ltd. Central Processing Unit, 7th & 8th Level, D Wing, Plot No R/1, Seawoods Grand Central, Tower 2, Sector 40, Navi Mumbai, Maharashtra 400706 <b>and also</b> by virtual meeting on teams (meeting invite and time will be communicated separately).
5	Clarifications to queries raised at Pre-Bid meeting will be provided by the SBI Life.	On 16 <sup>th</sup> Dec 2024 till 6:30 PM
6	Last date and time for Bid submission	Up to 4 pm (time) on 10 <sup>th</sup> Jan., 2025
7	Email Address for submission of Bids	<a href="mailto:IT.DA@sbilife.co.in">IT.DA@sbilife.co.in</a>
8	Date and Time of opening of Technical Bids	5:30 pm on 10 <sup>th</sup> Jan., 2025 Authorized representatives of Bidders may be present online during opening of the Technical Bids. However, Technical Bids would be opened even in the absence of any or all the Bidder representatives.

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Sr. No	Particulars	Remarks
		The meeting invite will be shared at least one week in advance of opening of the technical bids
9	Opening of Commercial Bids	Commercial Bid of technically qualified Bidders only will be opened on a subsequent date.
10	Performance Bank Guarantee ("BG")	Selected Bidder must among other requisites, submit a performance BG equivalent to 10% of the Total Project Cost favoring SBI Life Insurance Company Ltd. issued by a Scheduled Commercial Bank and the same should be valid for 3 Years and 0 months from the effective date.

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**ABOUT SBI LIFE INSURANCE CO. LTD.**

SBI Life Insurance Co. Ltd. (referred herein as ‘SBI Life’ / ‘SBIL’ / ‘the Company’), one of the most trusted life insurance companies in India, was incorporated in October 2000 and is registered with the Insurance Regulatory and Development Authority of India (IRDAI) in March 2001.

Serving millions of families across India, SBI Life’s diverse range of products caters to individuals as well as group customers through Protection, Pension, Savings and Health solutions.

Driven by ‘Customer-First’ approach, SBI Life places great emphasis on maintaining world class operating efficiency and providing hassle-free claim settlement experience to its customers by following high ethical standards of service. Additionally, SBI Life is committed to enhance digital experiences for its customers, distributors and employees alike.

SBI Life strives to make insurance accessible to all, with its extensive presence across the country through its 1,082 offices, 24,939 employees, a large and productive network of about 264,058 agents, 79 corporate agents and 14 bancassurance partners with more than 41,000 partner branches, 140 brokers and other insurance marketing firms.

In addition to doing what’s right for the customers, the Company is also committed to provide a healthy and flexible work environment for its employees to excel personally and professionally.

SBI Life strongly encourages a culture of giving back to the society and has made substantial contribution in the areas of child education, healthcare, disaster relief and environmental upgrade. In 2023-24, the Company touched over 1.05 lakh direct beneficiaries through various CSR interventions.

Listed on the Bombay Stock Exchange ('BSE') and the National Stock Exchange ('NSE'), the company has an authorized capital of ` 20.0 billion and a paid-up capital of ` 10.0 billion. The AuM is ` 4,389.5 billion.

For more information, please visit our website-[www.sbilife.co.in](http://www.sbilife.co.in) and connect with us on Facebook, Twitter, YouTube, Instagram, and LinkedIn.

(Numbers & data mentioned above are for the period ended September 30, 2024)

**1. INVITATION TO BID:**

- i. SBIL has issued this Request for Proposal (RFP) to invite Bids from prospective Bidders for providing the Services more fully defined in the Scope of Work in **Appendix-E** of this RFP document.
- ii. Bidder shall mean any body corporate/entity (i.e. juridical person) who meets the eligibility criteria given in **Appendix-B** of this RFP and willing to provide the Services as required in this RFP. The interested Bidders who agree to all the terms and conditions contained in this

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RFP may submit their Bids with the information desired in this RFP. Consortium bidding is not permitted under this RFP.

- iii. Address for submission of Bids, contact details including email address for sending communications are given in Schedule of Events of this RFP.
- iv. The purpose of this RFP is to seek detailed technical and commercial proposals/bids for availing the Services as desired in this RFP. The proposed Services must integrate with SBIL's existing infrastructure seamlessly.
- v. This RFP document shall not be transferred, reproduced or otherwise used for purpose other than for which it is specifically issued.
- vi. Bidders are advised to go through the entire RFP before submission of online Bids to avoid any chance of elimination. The Bidders desirous of taking up the project for supply of proposed Services for SBIL are invited to submit their technical and commercial proposal in response to this RFP. The criteria and the actual process of evaluation of the responses to this RFP and subsequent selection of the successful Bidder will be as outlined in this RFP and shall always be entirely at SBIL's discretion. This RFP seeks proposal from Bidders who have the necessary experience, capability & expertise to provide SBIL the proposed Services adhering to SBIL's requirements outlined in this RFP.

## **2. DISCLAIMER:**

- i. The information contained in this RFP or information provided subsequently to Bidder(s) whether verbally or in documentary form/email by or on behalf of SBIL, is subject to the terms and conditions set out in this RFP.
- ii. This RFP is not an offer by SBI Life, but an invitation to receive offer/s from prospective Bidders who meets the eligibility criteria.
- iii. The purpose of this RFP is to provide the Bidder(s) with information to assist preparation of their Bid proposals. This RFP does not claim to contain all the information each Bidder may require. Each Bidder should conduct its own investigations and analysis and should check the accuracy, reliability and completeness of the information contained in this RFP and where necessary obtain independent advices/clarifications. SBIL may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information in this RFP.
- iv. SBIL, its employees, advisors and representatives make no representation or warranty and shall have no liability to any person, including any Bidder under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the RFP and any assessment, assumption, statement or

information contained therein or deemed to form or arising in any way for participation in this bidding process.

- v. SBIL also accepts no liability of any nature whether resulting from negligence or otherwise, howsoever caused arising from reliance of any Bidder upon the statements contained in this RFP.
- vi. The Bidder is expected to examine all instructions, forms, terms and specifications in this RFP. Failure to furnish all information required under this RFP or to submit a Bid not substantially responsive to this RFP in all respect will be at the Bidder's risk and may result in rejection of the Bid.
- vii. The issue of this RFP does not imply that SBIL is bound to select a Bidder or to award the Contract to the successful Bidder, as the case may be, for the Project.
- viii. SBIL reserves the right to amend, modify, vary, add, delete, accept or cancel, in part or full, the present RFP and/or any condition or specification of all proposals/ orders/ responses, with respect to the present RFP, without assigning any reason thereof at any time. Each Bidder shall be entirely responsible for its own costs and expenses that are incurred while participating in the RFP, presentation and other related processes.
- ix. SBIL reserves the right to accept or reject any response/Bids and to annul the entire process of RFP including but not limited to by rejecting all responses/Bids at any time, with the successful Bidder, without thereby incurring any liability to any affected Bidder/s or any obligations to inform the affected Bidder/s of the grounds for SBI Life's decision.
- x. SBIL reserves the right to cancel the entire process at any stage at its sole discretion without assigning any reason thereof.
- xi. By participating in the bidding process, the Bidder is hereby expressly consenting to the disclaimers and the other terms and conditions of this RFP in toto.

### **3. DEFINITIONS:**

In this connection, the following terms shall be interpreted as indicated below:

- i. **"SBIL"** means the SBI Life Insurance Co. Ltd.
- ii. **"Bidder"** means an eligible body corporate entity submitting the Bid in response to this RFP.
- iii. **"Bid"** shall mean and refer to a formal offer/proposal, along with all required documents, duly submitted by the interested bidder(s) in the prescribed format in response to this RFP.
- iv. **"Contract" / "Service Agreement"** means the legally binding definitive agreement executed between SBIL and successful Bidder / Service Provider, the template of which is provided under **Appendix-G**.

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- v. **“Service Provider”** is the successful Bidder found eligible as per eligibility criteria set out in this RFP, whose Technical Bid and Commercial Bid have been accepted as per the selection criteria set out in the RFP and to whom notification of award has been given by SBIL.
- vi. **“Deliverables” / “Work Product”** shall mean all work product generated by Service Provider solely or jointly with others in the performance of the Services, including, but not limited to, any and all information, notes, reports, material, drawings, records, diagrams, formulae, processes, technology, firmware, software, know-how, designs, ideas, discoveries, inventions, improvements, copyrights, trademarks and trade secrets.
- vii. **“Intellectual Property Rights”** shall mean and include (a) copyrights and all renewals thereof; (b) trademarks, trade names, service marks, service names, logos and corporate names, both primary and secondary, together with all goodwill associated therewith and including, without limitation, all translations, adaptations, combinations and derivations of each of the foregoing, (c) trade secrets and other confidential information (including proposals, financial and accounting data, business and marketing plans, customer and supplier lists and related information); (d) all other intellectual property, including but not limited to design rights, trade names, information technology, domain names; and (e) all registrations and applications for registration, extension or renewal filed anywhere in the world for each of the foregoing.
- viii. **“Total Contract Price” / “Project Cost” / Total Cost of Ownership” (“TCO”)** means the price payable to Service Provider over the entire period of Contract for the full and proper performance of its contractual obligations.
- ix. **“Services”** means all services, scope of work and deliverables to be provided by a successful Bidder / Service Provider as described in the RFP and include provision of technical assistance, training, certifications, auditing and other obligation of Service Provider covered under this RFP.

#### **4. SCOPE OF WORK:**

The Scope of Work shall be as provided in **Appendix-E** of this RFP.

#### **5. ELIGIBILITY AND TECHNICAL CRITERIA:**

- i. Bid is open to all such Bidders who meet the eligibility and technical criteria as given in **Appendix-B & Appendix-C** of this RFP document. The Bidder has to submit the documents substantiating eligibility criteria as mentioned in this RFP document.
- ii. No Bidder or its associate shall submit or cause to submit more than one Bid for the Services desired under this RFP. A Bidder applying individually or as an associate shall not be entitled to submit another Bid either individually or through associates, as the case may be.

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**6. COST OF BID:**

The participating Bidders shall bear all the costs associated with or relating to the preparation and submission of their respective Bids including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstration or presentations which may be required by SBIL or any other costs incurred in connection with or relating to their Bid. SBIL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder regardless of the conduct or outcome of the bidding process.

**7. CLARIFICATION(S) AND / OR AMENDMENT(S) ON RFP AND PRE-BID MEETING:**

- i. Bidder/s requiring any clarification on RFP may notify SBIL in writing strictly as per the Pre-Bid Query format given in **Appendix-I** by e-mail within the date/time mentioned in the Schedule of Events.
- ii. A Pre-Bid meeting will be held at the Venue on the date and time specified in the Schedule of Events which may be attended by the authorized representatives of the respective Bidders. For those who could not attend physically, meeting link for virtual meeting on teams will also be provided (meeting invite and time will be communicated separately).
- iii. The queries received (without identifying source of query) along with response of SBIL thereof will be conveyed to the Bidders/published on SBIL's website and/or notified via email.
- iv. SBIL reserves the right to amend, rescind or reissue the RFP, at any time. SBIL, for any reason, whether, on its own initiative or in response to a clarification requested by a Bidder, may modify the RFP, by amendment which will be made available to the Bidders by way of corrigendum/addendum duly uploaded on SBIL's website. Such amendments/clarifications, if any, issued by SBIL will be binding on the participating Bidders. SBIL, at its own discretion, may extend the deadline for submission of Bids in order to allow interested Bidders a reasonable time to prepare the Bid, for taking the amendment into account. Nothing in this RFP or any addenda/corrigenda or clarifications issued in connection thereto is intended to relieve Bidders from forming their own opinions and conclusions in respect of the matters addresses in this RFP or any addenda/corrigenda or clarifications issued in connection thereto.
- v. No request for change in commercial/legal terms and conditions, other than what has been mentioned in this RFP or any addenda/corrigenda or clarifications issued in connection thereto, will be entertained and queries in this regard, therefore will not be entertained.
- vi. Queries received after the scheduled date and time will not be responded/acted upon.

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## **8. CONTENTS OF BID DOCUMENT:**

- i. The Bidder must thoroughly study/analyse and properly understand the contents of this RFP, its meaning and impact of the information contained therein.
- ii. Failure to furnish all information required in this RFP or submission of Bid not responsive to this RFP in any respect will be at the Bidder's risk and responsibility and the same may finally result in rejection of its Bid. SBIL has made considerable effort to ensure that accurate information is contained in this RFP and is supplied solely as guidelines for Bidders.
- iii. The Bid prepared by the Bidder, as well as all correspondences and documents relating to the Bid exchanged by the Bidder and SBIL and supporting documents and printed literature shall be submitted in English.
- iv. The information provided by the Bidders in response to this RFP will become the property of SBIL and will not be returned. Incomplete information in Bid document may lead to non-consideration of the proposal.

## **9. BID PREPARATION AND SUBMISSION:**

The Technical Bid and Commercial Bid are to be submitted in different files and separately through different emails to the e-mail address mentioned in the 'Schedule of Events' for providing the Services (as detailed in Scope of Work at **Appendix- E** of this RFP).

i. **Technical Bid:** - The Bidder shall submit the below mentioned documents along with the Technical Bid before the last date of submission and to the email address mentioned in Point no. 6 of the Schedule of Events. The Technical Bid documents along with such enclosures shall comprise a single file which shall be marked as "Technical Bid" and should be submitted vide separate email. List of Documents:

- (a) Index of all the documents, letters, bid forms etc. submitted in response to RFP along with page numbers.
- (b) Bid covering letter/Bid Form on the lines of **Appendix-A** on Bidder's letter head.
- (c) Specific response with supporting documents in respect of eligibility criteria as mentioned in **Appendix-B** and technical eligibility criteria on the lines of **Appendix-C**.
- (d) Bidder's details as per **Appendix-D** on Bidder's letter head.
- (e) Audited financial statement and profit and loss account statement as mentioned in Part-II.
- (f) A copy of board resolution or equivalent along with copy of power of attorney (POA wherever applicable) or equivalent showing that the signatory has been duly authorized to sign the Bid document.
- (g) Non-Disclosure Undertaking as mentioned in **Appendix-H**

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- ii. **Commercial Bid:** - The Commercial Bid should be as per the format provided in **Appendix-F**. The Commercial Bid must include all the price components mentioned. Prices are to be quoted in Indian Rupees only. The Commercial Bid shall be submitted in a different file which may be password protected and in a separate email which the Bidder should mark as “Commercial Bid”.

**iii. Bidders may please note:**

- (a) The Bidder should quote for the entire package on a single responsibility basis for Services it proposes to provide.
- (b) While submitting the Technical Bid, literature on the Services should be segregated and kept together in one section.
- (c) Care should be taken that the Technical Bid shall not contain any price information. Such proposal, if received, will be rejected.
- (d) The Bid document shall be complete in accordance with various clauses of the RFP document or any addenda/corrigenda or clarifications issued in connection thereto, duly signed by the authorized representative of the Bidder. Board resolution authorizing representative to Bid and make commitments on behalf of the Bidder is to be attached.
- (e) It is mandatory for all the Bidders to have class-III Digital Signature Certificate (DSC) (in the name of person who will sign the Bid) from any of the licensed certifying agency to participate in this RFP. DSC should be in the name of the authorized signatory. It should be in corporate capacity (that is in Bidder capacity).
- (f) Bids are liable to be rejected if only one among the two Bid parts (i.e. Technical Bid or Commercial Bid) is received.
- (g) If deemed necessary, SBIL may seek clarifications on any aspect from the Bidder. However, that would not entitle the Bidder to change or cause any change in the substances of the Bid already submitted or the price quoted.
- (h) The Bidder may also be asked to give presentation for the purpose of clarification of the Bid.
- (i) The Bidder must provide specific and factual replies to the points raised in the RFP.
- (j) The Bid shall be typed or written and shall be digitally signed by the Bidder or a person or persons duly authorized to bind the Bidder to the Contract.
- (k) All the enclosures (Bid submission) shall be serially numbered.
- (l) Bidder(s) should prepare and submit their Bids well in advance before the prescribed date and time to avoid any delay or problem during the Bid submission process. SBIL shall not be responsible for any sort of delay or the difficulties faced by the Bidder(s) during the submission of Bids.
- (m) SBIL at its sole discretion reserves the right to reject Bids not conforming to above.

**10. DEADLINE FOR SUBMISSION OF BIDS:**

- i. Bids along with the documents mentioned in Clause 9 of the present RFP must be submitted on the address provided within the timeline as prescribed in the “Schedule of Events”, failing which Bid will be treated as non-responsive.

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- ii. In the event of the specified date for submission of Bids being declared a holiday for SBIL, the Bids will be received up to the appointed time on the next working day.
- iii. In case SBIL extends the scheduled date of submission of Bid document, the Bids shall be submitted by the time and date rescheduled. All rights and obligations of SBIL and Bidders will remain the same.

**11. MODIFICATION AND WITHDRAWAL OF BIDS:**

- i. The Bidder may modify or withdraw its Bid after the Bid submission, provided modification, including substitution or withdrawal of the Bids, is received at the address for submission of Bid prior to the deadline prescribed for submission of Bids.
- ii. No modification in the Bid shall be allowed, after the deadline for submission of Bids.
- iii. No Bid shall be withdrawn in the interval between the deadline for submission of Bids and the expiration of the period of Bid validity specified in this RFP.

**12. PERIOD OF BID VALIDITY:**

- i. Bid shall remain valid for duration of 6 calendar months from Bid submission date.
- ii. In exceptional circumstances, SBIL may solicit the Bidders' consent to an extension of the period of validity. The request and the responses thereto shall be made in writing. A Bidder is free to refuse the request. However, any extension of validity of Bids or price will not entitle the Bidder to revise/modify the Bid document.
- iii. Once notification of award or Letter of Intent is issued by SBIL, the said price will remain fixed for the entire Contract period and shall not be subjected to variation on any account, including exchange rate fluctuations, if applicable. A Bid submitted with an adjustable price quotation will be treated as non-responsive and will be rejected.

**13. BID INTEGRITY:**

Willful misrepresentation of any fact within the Bid will lead to the cancellation of the Contract without prejudice to other actions that SBIL may take. All the submissions, including any accompanying documents, will become property of SBIL. The Bidders shall be deemed to license, and grant all rights to SBIL, to reproduce the whole or any portion of their Bid document for the purpose of evaluation and to disclose the contents of submission for regulatory and legal requirements.

**14. BIDDING PROCESS/OPENING OF TECHNICAL BIDS:**

- i. All the technical Bids received up to the specified time and date will be opened for initial

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evaluation on the time and date mentioned in the Schedule of Events.

- ii. In the first stage, only technical Bid will be opened and evaluated. Bids of such Bidders satisfying eligibility criteria and agree to comply with all the terms and conditions specified in the RFP will be evaluated for technical criteria/specifications/eligibility. Only those Bids complied with technical criteria shall become eligible for Commercial Bid opening and further RFP evaluation process.
- iii. SBIL will examine the Bids to determine whether they are complete, the required formats have been furnished, the documents have been properly signed and the Bids are in specified order. SBIL may, at its discretion waive any minor non-conformity or irregularity in a Bid which does not constitute a material deviation.
- iv. Prior to the detailed evaluation, SBIL will determine the responsiveness of each Bid to the RFP. For purposes of these Clauses, a responsive Bid is one, which conforms to all the terms and conditions of the RFP in toto, without any deviation.
- v. SBIL's determination of a Bid's responsiveness will be based on the contents of the Bid itself, without recourse to extrinsic evidence.
- vi. After opening of the technical Bids and preliminary evaluation, some or all the Bidders may be asked to make presentations on the Service proposed to be offered by them.
- vii. If a Bid is not responsive, it will be rejected by SBIL and the same cannot subsequently be made responsive by the Bidder by correction of the non-conformity.

#### **15. EVALUATION OF TECHNICAL BID:**

- i. The evaluation of Technical Bid will include assessment of the technical information submitted as per technical Bid format, demonstration of proposed Services, reference calls and site visits, wherever required. The Bidder may highlight the noteworthy/superior features of their Services. The Bidder will demonstrate/substantiate all claims made in the technical Bid along with supporting documents to SBIL.
- ii. During evaluation and comparison of Bids, SBIL may, at its discretion ask the Bidders for clarification on the Bids received. The request for clarification shall be in writing and no change in prices or substance of the Bid shall be sought, offered or permitted. No clarification at the initiative of the Bidder shall be entertained after Bid submission date.

#### **16. EVALUATION OF COMMERCIAL BIDS AND FINALIZATION:**

- i. The Commercial Bid(s) of only those Bidders, who are short-listed after technical evaluation, would be opened.
- ii. The price evaluation as quoted in the Commercial Bid will be one of the prime criteria to identify the successful Bidder.

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iii. Errors, if any, in the price breakup format will be rectified as under:

- (a) If there is a discrepancy between the unit price and total price which is obtained by multiplying the unit price with quantity, the unit price shall prevail and the total price shall be corrected unless it is a lower figure. If the Bidder does not accept the correction of errors, the Bid will be rejected.
- (b) If there is a discrepancy in the unit price quoted in figures and words, the unit price in figures or in words, as the case may be, which corresponds to the total Bid price for the Bid shall be taken as correct.
- (c) If the Bidder has not worked out the total Bid price or the total Bid price does not correspond to the unit price quoted either in words or figures, the unit price quoted in words shall be taken as correct.
- (d) The Bidder should quote for all the items/services desired in this RFP. In case, prices are not quoted by any Bidder for any specific product and / or service, for the purpose of evaluation, the highest of the prices quoted by other Bidders participating in the bidding process will be reckoned as the notional price for that service, for that Bidder. However, if selected, at the time of award of Contract, the lowest of the price(s) quoted by other Bidders (whose Commercial Bids are also opened) for that service will be reckoned. This shall be binding on all the Bidders. However, SBIL reserves the right to reject all such incomplete Bids.

#### **17. CONTACTING SBI LIFE:**

- i. No Bidder shall contact SBIL on any matter relating to its Bid, from the time of opening of Commercial Bid to the time, the Contract is awarded.
- ii. Any effort by a Bidder to influence SBIL in its decisions on Bid evaluation, bid comparison or Contract award may result in the rejection of the Bid.

#### **18. AWARD CRITERIA AND AWARD OF CONTRACT:**

- i. Total cost of Services along with cost of all items specified in **Appendix-F** should be quoted by the Bidder(s) in Commercial Bid.
- ii. SBIL will notify successful Bidder in writing by way of issuance of notification of award through letter or email that its Bid has been accepted. The successful Bidder has to return the duplicate copy of the same to SBIL within **7 working days**, duly Accepted, Stamped and Signed by Authorized Signatory as a token of acceptance.
- iii. The successful Bidder will have to submit the performance BG for the amount and validity as specified in this RFP, which shall be in line with/similar to the format provided in **Appendix-K** of this RFP.

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- iv. Copy of board resolution or equivalent and power of attorney (POA wherever applicable) or equivalent evidencing that the signatory has been duly authorized to sign the acceptance letter and Contract should be submitted.
- v. The successful Bidder shall be required to enter into a Contract with SBIL and submit original performance BG at the Contact Address as provided in Sr. no. 1 of the Schedule of Events of this RFP, within 30 days from the date of notification of award or within such extended period as may be decided by SBIL.
- vi. Till execution of a formal Contract, the RFP, along with SBIL's notification of award and Service Provider's acceptance thereof, would be binding contractual obligation between SBIL and the successful Bidder.
- vii. SBIL reserves the right to stipulate, at the time of finalization of the Contract, any other document(s) to be enclosed as a part of the final Contract.
- viii. Failure of the successful Bidder to comply with the requirements/terms and conditions of this RFP shall constitute sufficient grounds for the annulment of the award.

**19. POWERS TO VARY OR OMIT WORK:**

- i. No alterations, amendments, omissions, additions, suspensions or variations in the Scope of Work (hereinafter referred to as 'variation') under the Contract shall be made by the successful Bidder except as directed in writing by SBIL. SBIL shall have full powers, to instruct the successful Bidder to make any variation without prejudice to the Contract. The finally selected Bidder shall carry out such variation and be bound by the same conditions as far as applicable as though the said variations occurred in the Contract. If any, suggested variations would, in the opinion of the finally selected Bidder, if carried out, prevent him from fulfilling any of his obligations under the Contract, he shall notify SBIL thereof in writing with reasons for holding such opinion and SBIL may instruct the finally selected Bidder to make such other modified variation without prejudice to the Contract. The finally selected Bidder shall carry out such variation and be bound by the same conditions as far as applicable as though the said variations occurred in the Contract.
- ii. If the successful Bidder has received instructions from SBIL as to the requirements for carrying out the altered or additional substituted work which either then or later on, will in the opinion of the finally successful Bidders, involve a claim for additional payments, such additional payments shall be mutually agreed.
- iii. If any change in the work is likely to result in reduction in cost, the parties shall agree in writing so as to the extent of change in contract price, before the finally selected Bidder proceeds with the change.

**20. WAIVER OF RIGHTS:****Public**



Each Party agrees that any delay or omission on the part of the other Party to exercise any right, power or remedy under this RFP will not automatically operate as a waiver of such right, power or remedy or any other right, power or remedy and no waiver will be effective unless it is in writing from the waiving Party. Further the waiver or the single or partial exercise of any right, power or remedy by either Party hereunder on one occasion will not be construed as a bar to a waiver of any successive or other right, power or remedy on any other occasion.

**21. AMENDMENT TO THE CONTRACT:**

No variation in or modification of the terms of the Contract shall be made, except by written amendment, signed by the parties.

**22. BANK GUARANTEE:**

- i. As security towards the performance of the Services mentioned under the RFP/Contract, a performance Bank Guarantee (“BG”) favouring SBI Life Insurance Company Ltd. issued by a Scheduled Commercial Bank in line with/similar to the format provided under **Appendix-K** for an amount equivalent to 10% of the Total Project Cost with validity period as specified in this RFP shall be submitted by the selected/successful Bidder (s). The performance BG needs to be submitted within the specified time as specified herein.
- ii. The performance Bank Guarantee is required to protect the interest of SBIL against the risk of non-performance of Service Provider in respect of successful implementation of the Services/project and/or failing to perform / fulfil its commitments / obligations in respect of providing Services as mentioned in this RFP; or breach of any terms and conditions of the RFP, which may warrant the invoking of Bank Guarantee.

**23. PENALTIES:**

As mentioned in **Appendix-E** of this RFP.

**24. RIGHT TO VERIFICATION:**

SBIL reserves the right to verify any or all of the statements made by the Bidder in the Bid document and to inspect the Bidder’s facility, if necessary, to establish to its satisfaction about the Bidder’s capacity/capabilities to perform the job.

**25. SUBCONTRACTING:**

- i. Subject to the conditions listed in this RFP, the successful Bidder may propose to use subcontractor(s) to perform a part of the Services.



- ii. Any prospective subcontractor of the Bidder will be subject to conditions specified in this clause. The conditions for proposing to use subcontractors include, but are not limited to, the following:
- a. The Bidder shall provide relevant details including the contact information for the potential subcontractor & obtain prior written approval of SBI Life before engaging the sub-contractor.
  - b. Prior to any communication or distribution to the potential subcontractor, of SBI Life's confidential information, the Bidder must provide SBI life with the name of the potential subcontractor in advance and in writing and obtain SBI Life's consent for sharing.
  - c. The successful Bidder will be the prime Bidder for the Services by such approved sub-contractors and the successful Bidder along with such approved sub-contractor shall be jointly and severally responsible for the Services provided.
  - d. The successful Bidder will be ultimately responsible for the provision/deficiency of all Services, including approved subcontractor's compliance with the SLAs and all other obligations & conditions in the RFP and the awarded Contract, if any.
- iii. The successful Bidder, who intends to engage a sub-contractor, shall bear the cost of such approved subcontractor and SBI Life shall not be obligated or made liable to pay any remuneration or monetary compensation of any kind in any way to such approved sub-contractor. The successful Bidder will be solely responsible for the adoption of the clauses given in the Code of Integrity by the sub-contractor.
- The successful Bidder if it intends to engage a sub-contractor shall ensure that the specific contract entered with the approved sub-contractor should contain clauses which binds/obligates the approved sub-contractor to the terms of this RFP in a similar manner in which the successful Bidder is bound. The successful Bidder shall indemnify, defend, protect and hold harmless SBI Life and its officers, directors, employees, representatives, agents, and assigns against any and all (a) demands, claims, suits, judgments, settlements and proceedings; and (b) all liabilities, losses, claims, damages, costs, penalties, deficiencies, recoveries, fees and expenses (including attorney's fees and expenses), asserted against or suffered or incurred by SBI Life, or which arise out of or result from or are connected with sub-contractor/s or arising out of use of patent, trademark or industrial design rights, software, designs or processes used by the successful Bidder or by its approved sub-contractor/s, or in respect of any other Services rendered under this RFP.
- iv. Notwithstanding anything contained herein, the successful Bidder must not sub-contract any of the key roles which are part of the program/project/Services, such as: -
- a. Program Manager
  - b. Data Architect
  - c. Data Engineering Lead
  - d. Quality Assurance Lead

- e. BAU Support Lead
- f. DevSecOps Engineer
- g. MLOps Engineer
- h. Lead Business Analyst
- i. Lead Data Analyst

(The above list is not exhaustive and SBI Life reserves the right to add such other roles as it may deem fit and necessary in its sole discretion to form part of the key roles referred above)

- v. The successful Bidder shall be responsible to ensure that the requested Services are provided, and the provisions of the Non-Disclosure Undertaking are adhered to, and no approved sub-contract shall relieve the successful Bidder of their responsibility.
- vi. The successful Bidder may only submit one bid as a prime Bidder. If the Bidder submits more than one bid, SBI Life may reject one or more of the submissions. This however, does not limit a sub-contractor's ability to collaborate with one or more Bidders submitting bids.

## **26. VALIDITY OF CONTRACT:**

- i. The Contract shall be valid for the period of 3 years unless terminated early as per the specific contract terms.
- ii. On successful completion of the above mentioned 3 years, SBI Life at its sole discretion reserves the right to extend the agreement for an additional period up to 2 years, provided the SI & OEM Team structures are maintained.

## **27. CONFIDENTIALITY:**

Confidentiality obligation shall be as per Non-Disclosure Undertaking and clause 08 of Service Agreement placed as **Appendix-G** to this RFP.

## **28. INTELLECTUAL PROPERTY RIGHTS AND OWNERSHIP:**

- i. Bidder/Service Provider agrees that all data or information supplied by SBIL to Bidder/Service Provider in connection with the provision of Services by it shall remain the property of SBIL or its licensors.
- ii. On any licensed material used by Bidder/Service Provider for performing Services or developing Work Product for SBIL, the Bidder/Service Provider should have a valid and subsisting right to use as well as to further license for the Services performed/provided. SBIL shall not be liable for any license or IPR violation/infringement on the part of the Bidder/Service Provider.
- iii. The Bidder/Service Provider shall, at all times and at its own expenses without any limitation, indemnify and keep fully and effectively indemnified SBIL against all costs,

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claims, damages, demands, expenses and liabilities of whatsoever nature arising out of or in connection with all claims of infringement of Intellectual Property Rights, including patent, trademark, copyright, trade secret or industrial design rights of any third party arising from the Services or use of Work Product or any part thereof in India or abroad under this RFP.

- iv. All Work Product prepared by the Bidder/Service Provider in performing the Services shall become and remain the sole and exclusive property of SBIL and all Intellectual Property Rights in such Work Product shall vest with SBIL. Any Work Product, of which the ownership or the Intellectual Property Rights do not vest with SBIL under law, shall automatically stand assigned to SBIL as and when such Work Product is created and Service Provider agrees to execute all papers and to perform such other acts as SBIL may deem necessary to secure its rights herein assigned by Service Provider. The Work Product shall not be used for any purpose other than intended under the scope of work, without prior written consent of SBIL.
- v. In the event that Service Provider integrates any work that was previously created by Service Provider into any Work Product, Service Provider shall grant to, and SBIL is hereby granted, a worldwide, royalty-free, perpetual, irrevocable license to utilize the incorporated items, including, but not limited to, any and all copyrights, patents, designs, trade secrets, trademarks or other Intellectual Property Rights, in connection with the Work Product.

## **29. LIQUIDATED DAMAGES:**

If Service Provider fails to deliver and perform any or all the Services within the stipulated time, schedule as specified in this RFP and/or Contract, SBIL may, without prejudice to its other remedies under the RFP and/or Contract, and unless otherwise extension of time is agreed upon without the application of liquidated damages, deduct from the Project Cost, as liquidated damages a sum equivalent to 0.5% of total Project Cost for delay of each week or part thereof maximum up to 5% of total Project Cost. Once the maximum deduction is reached, SBIL may consider termination of the Contract.

## **30. CONFLICT OF INTEREST:**

Bidder shall not have a conflict of interest that affects the bidding process. Any Bidder found to have a conflict of interest shall be disqualified. In the event of disqualification of a successful Bidder, SBIL shall be entitled to forfeit and appropriate the Performance Security (i.e. BG) towards the loss and damage suffered/likely to be suffered and incurred by SBIL (the "Damages"), and the same would be without prejudice to any other right or remedy that may be available to SBIL under the bidding Documents and/ or the Contract or otherwise.

- i. It is further clarified that:

- (a) Successful Bidder shall not receive any remuneration in connection with the assignment except as provided in the Contract.
- (b) Successful Bidder shall avoid any conflict of interest while discharging contractual obligations and bring, before-hand, any possible instance of conflict of interest to the knowledge of SBIL, while rendering Services under the Contract.

### **31. CODE OF INTEGRITY AND DEBARMENT/BANNING:**

- i. The Bidder and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the bidding process. Notwithstanding anything to the contrary contained herein, SBIL shall reject Bid without being liable in any manner whatsoever to the Bidder if it determines that the Bidder has, directly or indirectly or through an agent, engaged in corrupt / fraudulent / coercive / undesirable or restrictive practices in the bidding process or otherwise.
- ii. Bidders are obliged under code of integrity to suo-moto proactively declare any conflicts of interest (pre-existing or as and as soon as these arise at any stage) in RFP process or execution of Contract. Failure to do so would amount to violation of this code of integrity.
- iii. Any Bidder needs to declare any previous transgressions of such a code of integrity with any entity in any country during the last three years or of being debarred by any other procuring entity. Failure to do so would amount to violation of this code of integrity.
- iv. For the purposes of this clause, the following terms shall have the meaning hereinafter, respectively assigned to them:
  - (a) **“corrupt practice”** means making offers, solicitation or acceptance of bribe, rewards or gifts or any material benefit, in exchange for an unfair advantage in the procurement process or to otherwise influence the procurement process or Contract execution;
  - (b) **“Fraudulent practice”** means any omission or misrepresentation that may mislead or attempt to mislead so that financial or other benefits may be obtained or an obligation avoided. This includes making false declaration or providing false information for participation in a RFP process or to secure a Contract or in execution of the Contract;
  - (c) **“Coercive practice”** means harming or threatening to harm, persons or their property to influence their participation in the procurement process or affect the execution of a contract;
  - (d) **“Anti-competitive practice”** means any collusion, bid rigging or anti-competitive arrangement, or any other practice coming under the purview of the Competition Act, 2002, as amended from time to time, between two or more Bidders, with or without the knowledge of SBIL, that may impair the transparency, fairness and the progress

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of the procurement process or to establish Bid prices at artificial, non-competitive levels;

- (e) **“Obstructive practice”** means materially impede SBIL’s or any Government or regulatory agency’s, investigation into allegations of one or more of the above mentioned prohibited practices either by deliberately destroying, falsifying, altering; or by concealing of evidence material to the investigation; or by making false statements to investigators and/or by threatening, harassing or intimidating any party to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation; or by impeding SBIL’s rights of audit or access to information;

**v. Debarment/Banning**

Empanelment/participation of Bidders and their eligibility to participate in SBIL’s procurements is subject to compliance with code of integrity and performance in contracts as per terms and conditions of contracts. Following grades of debarment from empanelment/participation in SBIL’s procurement process shall be considered against delinquent Vendors/Bidders:

**(a) Holiday Listing (Temporary Debarment - suspension):**

Whenever a Bidder is found lacking in performance, in case of less frequent and less serious misdemeanors, the Bidder may be put on a holiday listing (temporary debarment) for a period up to 12 (twelve) months. When a Bidder is on the holiday listing, he is neither invited to Bid nor are his Bids considered for evaluation during the period of the holiday. The Bidder is, however, not removed from the list of empaneled vendors, if any. Performance issues which may justify holiday listing of the Bidder among other things are:

- Repeated non-performers or performers below specified standards (including after sales services and maintenance services etc.);

**(b) Debarment from participation including removal from empanelled list**

Debarment of a delinquent Bidder (including their related entities) for a period (one to two years) from SBIL’s procurements including removal from empanelment, wherever such Bidder is empaneled, due to severe deficiencies in performance or other serious transgressions. Reasons which may justify debarment and/or removal of the Bidder from the list of empaneled vendors are:

- Without prejudice to the rights of SBIL hereinabove, if a Bidder is found by SBIL to have directly or indirectly or through an agent, engaged or indulged in any corrupt/fraudulent/coercive/undesirable or restrictive practices during the bidding process, such Bidder shall not be eligible to participate in the RFP process.
- Bidder fails to abide by the terms and conditions or to maintain the required technical/operational staff/equipment or there is change in its production/service line affecting its performance adversely, or fails to cooperate or qualify in the review.

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- If Bidder ceases to exist or ceases to operate in the category of requirements for which it is empaneled;
- Bankruptcy or insolvency on the part of the Bidder as declared by a court of law; or
- Banning by Ministry/Department or any other Government agency;
- Other than in situations of force majeure, technically qualified Bidder withdraws from the procurement process or after being declared as successful Bidder: (i) withdraws from the process; (ii) fails to enter into a Contract; or (iii) fails to provide performance guarantee or any other document or security required in terms of the RFP documents;
- Any other ground, based on which SBIL considers, that continuation of Contract is not in public interest.
- If there is strong justification for believing that the partners/directors/proprietor/agents of the Bidder have been guilty of violation of the code of integrity, evasion or habitual default in payment of any tax levied by law; etc.

**32. FORCE MAJEURE:**

- i. Notwithstanding the provisions of terms and conditions contained in this RFP, neither party shall be liable for any delay in performing its obligations herein if and to the extent that such delay is the result of an event of Force Majeure.
- ii. For the purposes of this clause, 'Force Majeure' means and includes wars, insurrections, revolution, civil disturbance, riots, terrorist acts, public strikes, hartal, bundh, fires, floods, pandemic, epidemic, quarantine restrictions, freight embargoes, declared general strikes in relevant industries, Vis Major, acts of Government in their sovereign capacity, impeding reasonable performance of Bidder/selected Bidder but does not include any foreseeable events, commercial considerations or those involving fault or negligence on the part of the party claiming Force Majeure.
- iii. If a Force Majeure situation arises, Bidder shall promptly notify SBIL in writing of such condition and the cause thereof. Unless otherwise directed by SBIL in writing, Bidder shall continue to perform its obligations under this RFP as far as is reasonably practical, and shall seek all reasonable alternative means for performance not prevented by the Force Majeure event.
- iv. If the Force Majeure situation continues beyond 30 (thirty) days, the Bidder shall have the right to terminate the participation under RFP by giving a notice to SBIL. Neither party shall have any penal liability to the other in respect of the termination of the participation under the RFP as a result of an event of Force Majeure.

**33. TERMINATION FOR INSOLVENCY:****Public**

SBIL may, at any time, terminate the Participation of the Bidder in the RFP, if the Bidder becomes Bankrupt or insolvent or any application for bankruptcy, insolvency or winding up has been filed against it by any person.

### **34. GOVERNING LANGUAGE:**

The governing language shall be English.

### **35. TAXES AND DUTIES:**

- i. Service Provider shall be liable to pay all corporate taxes and income tax that shall be levied according to the laws and regulations applicable from time to time in India and the Commercial Bid by Service Provider shall include all such taxes in the quoted price.
- ii. Prices quoted should be exclusive of all Central / State Government taxes/duties and levies but inclusive of all corporate taxes.
- iii. Only taxes/ levies and duties on the quoted prices in the **Appendix-F** will be payable by SBIL on actuals upon production of original receipt wherever required. If any specified taxes/ levies and duties for the quoted prices in **Appendix-F** are replaced by the new legislation of Government, same shall be borne by SBIL. SBIL shall not be liable for payment of those Central / State Government taxes, levies, duties or any tax/ duties imposed by local bodies/ authorities, for the items which are not specified by the Bidder in **Appendix-F**.
- iv. Prices payable to Service Provider as stated in the Contract shall be firm and not subject to adjustment during performance of the Contract, irrespective of reasons whatsoever, including exchange rate fluctuations.
- v. Income / Corporate Taxes in India: The Bidder shall be liable to pay all corporate taxes and income tax that shall be levied according to the laws and regulations applicable from time to time in India and the Commercial Bid by the Bidder shall include all such taxes in the contract price.
- vi. All expenses, stamp duty and other charges/ expenses in connection with the execution of the Contract as a result of this RFP process shall be borne by Service Provider. The Service Agreement/ Contract would be stamped as per Maharashtra Stamp Act, 1958 and any amendment thereto.

### **36. TAX DEDUCTION AT SOURCE:**

Wherever the laws and regulations require deduction of such taxes at the source of payment, SBIL shall effect such deductions from the payments if any due to the Bidder.

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The issuance of certificate for such deductions shall be made by SBIL as per the laws and regulations for the time being in force.

**37. SEVERABILITY**

If any part or provision of this RFP is found to be invalid or unenforceable by any court or administrative body of competent jurisdiction, the invalidity or unenforceability of such provision or part shall not affect the other parts or provisions of this RFP and the same shall remain unimpaired and in full force and effect.



**Part-II**

**Appendix –A**

**BID FORM ('TECHNICAL BID')**

[On Bidder's letter head]

(To be included in Technical Bid)

Date: \_\_\_\_\_

To:

**SBI LIFE INSURANCE COMPANY LTD,**

Central Processing Centre,  
8th Level Seawoods Grand Central,  
Tower 2, Plot No R-1, Sector 40,  
Seawoods, Nerul Node,  
Navi Mumbai- 400706,

Dear Sir,

**Ref: RFP No. SBIL/2024-25/D&I/001 Dated 27/11/2024**

~~~~~

We < *name of the body corporate/entity* > (herein after referred to as the 'Bidder') have examined the above referred RFP, the receipt of which is hereby duly acknowledged and subsequent to pre-bid clarifications/ modifications / revisions, if any, furnished by SBIL, offer to provide Services detailed in this RFP. We shall abide by the terms and conditions spelt out in the RFP. We shall participate and submit the Technical Bid and Commercial Bid along with the prescribed enclosures in two separate emails on or before the submission date as specified in the Schedule of Events of the present RFP.

i. While submitting this Bid, we certify that:

- The undersigned is authorized to sign on behalf of the Bidder and the necessary support document delegating this authority is enclosed to this letter.
- We declare that we are not in contravention of any conflict of interest obligation mentioned in this RFP.
- Commercials in the Commercial Bid submitted by us have been arrived at without agreement with any other Bidder of this RFP for the purpose of restricting competition.
- The commercials in the Commercial Bid submitted by us have not been disclosed and will not be disclosed to any other Bidder responding to this RFP.
- We have not induced or attempted to induce any other Bidder to submit or not to submit a Bid for restricting competition.
- We have quoted for all the Services/items mentioned in this RFP in our Commercial Bid.
- The rate quoted in the Commercial Bids are as per the RFP and subsequent pre-Bid clarifications/ modifications/ revisions furnished by SBIL, without any exception.

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- ii. We undertake that, in competing for (and, if the award is made to us, in executing) the above Contract, we will strictly observe the laws against fraud and corruption in force in India namely “Prevention of Corruption Act 1988”.
- iii. We undertake that we will not offer, directly or through intermediaries, any bribe, gift, consideration, reward, favour, any material or immaterial benefit or other advantage, commission, fees, brokerage or inducement to any official of SBIL, connected directly or indirectly with the bidding process, or to any person, organisation or third party related to the Contract in exchange for any advantage in the bidding, evaluation, Contracting and implementation of the Contract.
- iv. We undertake that we will not resort to canvassing with any official of SBIL, connected directly or indirectly with the bidding process to derive any undue advantage. We also understand that any violation in this regard, will result in our disqualification from further bidding process.
- v. It is further certified that the contents of our Bid are factually correct. We have not sought any deviation to the terms and conditions of the RFP. We also accept that in the event of any information / data / particulars proving to be incorrect, SBIL will have right to disqualify us from the RFP without prejudice to any other rights available to SBIL.
- vi. We certify that while submitting our Bid document, we have not made any changes in the contents of the RFP document, read with its amendments/clarifications provided by SBIL.
- vii. We agree to abide by all the RFP terms and conditions, contents of the Contract as per template available at **Appendix-G** of this RFP
- viii. Till execution of a formal Contract, the RFP, along with SBIL’s notification of award by and our acceptance thereof, would be binding contractual obligation on us.
- ix. We understand that you are not bound to accept the lowest or any Bid you may receive and you may reject all or any Bid without assigning any reason or giving any explanation whatsoever.
- x. We hereby certify that our name does not appear in any “Caution” list of IRDAI / or any other regulatory body for outsourcing activity.
- xi. We hereby certify that on the date of submission of Bid for this RFP, we do not have any past/ present litigation which adversely affect our participation in this RFP and or which materially impacts our going concern or we are not blacklisted/penalized/punished for breach of contract/fraud/corrupt practices by any commercial establishments / public or private insurance companies / Public Sector Undertaking/ State or Central Government or their agencies/departments.
- xii. We hereby certify that on the date of submission of Bid, we do not have any service agreement pending to be signed with SBIL for more than 6 months.
- xiii. If our Bid is accepted, we undertake to enter into and execute at our cost, when called upon by SBIL to do so, a Contract in the prescribed form and also submit performance BG as security for

our performance of Contract and we shall be solely responsible for the due performance of the Contract.

- xiv. We, further, hereby undertake and agree to abide by all the terms and conditions stipulated by SBIL in the RFP.

Dated this ..... day of ..... 2024

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Name)

(In the capacity of)

Duly authorized to sign Bid for and on behalf of  
\_\_\_\_\_

**Seal of the Bidder.**

### Appendix-B

#### Bidder's Eligibility Criteria

Bidders meeting the following criteria are eligible to submit their Bids along with supporting documents. If the Bid is not accompanied by all the required documents supporting eligibility criteria, the same would be rejected:

| S. No. | Eligibility Criteria                                                                                                                                                                                                                                                                | Compliance (Yes/No) | Documents to be submitted                                                                                                                                                                                                                                                                                                                                                                                    |
|--------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1.     | The Bidder must be an Indian Company/ LLP / Partnership firm registered under applicable Act in India.                                                                                                                                                                              |                     | Certificate of Incorporation issued by Registrar of Companies or equivalent and full address of the registered office/ principle place of business along with Memorandum & Articles of Association/ Registered Partnership Deed/ LLP Agreement.                                                                                                                                                              |
| 2.     | The Bidder must be a profitable organisation, having achieved profit before tax (PBT) in at least two of the last three financial years, with a minimum average standalone turnover of ₹500 Crores during the same period (2021-2022, 2022-2023, and 2023-2024)                     |                     | Copy of the audited financial statement along with profit and loss statement for corresponding years and / or Certificate of the statutory auditor.                                                                                                                                                                                                                                                          |
| 3.     | The Bidder must have completed at least two data lake house projects, each with a size of 50 TB and above, in the last three years. These projects should be similar in scope and size to SBI Life's context, with at least one project executed in India within the BFSI industry. |                     | Bidder should specifically confirm on their letter head in this regard as per <b>Appendix-J</b>                                                                                                                                                                                                                                                                                                              |
| 4.     | Past/present litigations, disputes, if any (Adverse litigations could result in disqualification, at the sole discretion of SBIL)                                                                                                                                                   |                     | Brief details of litigations, disputes related to product/Services being procured under this RFP or infringement of any third party Intellectual Property Rights by prospective Bidder/ Original Equipment Manufacturer ('OEM') or disputes among Bidder's board of directors, liquidation, bankruptcy, insolvency cases or cases for blacklisting/penalizing/punishing for breach of contract/fraud/corrupt |

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|    |                                                                                                                                                                                                                                                                                                                            |  |                                                                                                                                                                                                                                                         |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    |                                                                                                                                                                                                                                                                                                                            |  | practices by any commercial establishments / public or private insurance companies / Public Sector Undertaking / State or Central Government or their agencies/ departments or any such similar cases, if any are to be given on Company's letter head. |
| 6. | Bidders should not be blacklisted or penalized or punished for breach of contract/fraud/corrupt practices by any commercial establishments / public or private insurance companies / Public Sector Undertaking / State or Central Government or their agencies/ departments on the date of submission of bid for this RFP. |  | Bidder should specifically certify in <b>Appendix-A</b> in this regard.                                                                                                                                                                                 |
| 7. | The Bidder should not have any service agreement pending to be signed with SBIL for more than 6 months                                                                                                                                                                                                                     |  | Bidder should specifically certify in <b>Appendix-A</b> in this regard.                                                                                                                                                                                 |

Relevant documentation pertaining to Services offered in the subject matter, and the subject matter experts / resources are on the rolls of the firm (as applicable), along with client references pertaining to the service being procured under this RFP, should be submitted along with the Bids.

Documentary evidence must be furnished against each of the above criteria along with an index. All documents must be signed by the authorized signatory of the Bidder. Relevant portions, in the documents submitted in pursuance of eligibility criteria, should be highlighted.

**Name & Signature of authorised signatory**

**Seal of Bidder**

**Public**

### Appendix-C

#### Technical Eligibility Criteria

- i. The successful Bidder should have presence of more than 5 years in India and possess expertise in carrying out IT Consultancy and implementation Services;
- ii. The successful Bidder should be OEM or Original Solution Developer (“OSD”) or their authorized partners or Service Provider (“SP”) or System Integrator (“SI”) of OEM/OSD in India with an authority to do implementation/ customization/up-gradation during the period of contract with SBI Life
- iii. The successful Bidder should have resources in Mumbai (India) on its rolls across areas such as Business Analytics (BFSI Domain Experts), Data Science, Big Data, Data Ingestion Developers and Data warehouse / Data Lake Implementation and Migration. (Resources in Support and Maintenance Activities would not be considered).
- iv. The profiles of implementation team involved in providing the Services needs to be provided to SBIL.
- v. The successful Bidder needs to ensure 95% of implementation team should be there till end of the project completion

#### **Technical Evaluation**

| # | Evaluation Criteria                                                      | Description                                                                                                                                                                                                                       |
|---|--------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | Bidder’s experience with Functional & Domain expertise of Life insurance | The bidder should submit at least 2 case studies with end-to-end implementation of Data Lakehouse of hybrid architecture with a similar tech-stack i.e. On-Cloud & on-prem with at least one in BFSI (Indian or Global landscape) |

|   |                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|---|--------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2 | Well defined design of the technical solution that should explain how various aspects of the solution will be performed: | <p>The Bidder's skills should have the ability to build &amp; operate a flexible, modular and extensible architecture with below technical requirements:</p> <p>Data Ingestion</p> <p>Data Processing</p> <p>Data Migration from Existing Data Sources</p> <p>Data Storage</p> <p>Data Observability</p> <p>Master Data Management</p> <p>Data Quality</p> <p>Data Security</p> <p>Data Protection</p> <p>Data Governance and Data Catalogue</p> <p>Data Analytics and Reporting</p> <p>Change Management/DevOps</p> <p>Data Encryption</p> <p>In Addition, the Bidder should be able to:</p> <p>Demonstrate proof of capability,</p> <p>Ensure compatibility of tools across layers</p> <p>Strong Unified/Central Governance</p> |
| 3 | Implementation approach of the solution:                                                                                 | <p>Clear understanding of how the solution will implement the hybrid architecture and clear understanding of the domain and functional knowledge</p> <p>Project Plan &amp; Timelines</p> <p>Training Roadmap</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 4 | Quality of Team<br><br>These profiles will be, interviewed & in-chargee for the duration of the project                  | Solution Architect                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|   |                                                                                                                          | Program Manager                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|   |                                                                                                                          | Data Engineering Lead                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|   |                                                                                                                          | Data Governance Lead                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |

|   |                                                |                                                                                                                                                                                                                                                                                                                                                                    |
|---|------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|   | Profiles are to be submitted as per Annexure 1 | Lead Business Analyst                                                                                                                                                                                                                                                                                                                                              |
|   |                                                | BAU Support Lead                                                                                                                                                                                                                                                                                                                                                   |
|   |                                                | Data Engineers (Support) x 2                                                                                                                                                                                                                                                                                                                                       |
|   |                                                | Data Engineers x 2                                                                                                                                                                                                                                                                                                                                                 |
|   |                                                | Domain Expert x 2                                                                                                                                                                                                                                                                                                                                                  |
| 5 | Domain and functional expertise                | The Bidder should demonstrate deep understanding of Life insurance business in India, Insurance data models and domain knowledge required to interact with business teams during the course of the project. The Bidder should be able to demonstrate pre-built Life Insurance Industry artifacts such as data models, analytical models, ingestion frameworks etc. |

#### **ANNEXURE 1**

Name:  
 Project Role:  
 Educational Qualification:  
 Certifications:  
 Total years of experience:  
 Total years in Insurance domain:  
 Number of years with the organization:  
 Current location:  
 Relevant experience (List recent - within last 5 years)  
 Project 1:  
 Client Description / name:  
 Role in Project:  
 Start and end date of project:  
 Key activities and deliverables:  
 Impact to Business:  
 Similar details for Project 2, Project 3 etc.

**Name & Signature of authorized signatory**

**Seal of Bidder**

**Public**



**Appendix-D**

**Bidder Details Format**

**Details of the Bidder**

| S. No. | Particulars                                                                                                                                                                                                                                                                | Details |
|--------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| 1.     | Name                                                                                                                                                                                                                                                                       |         |
| 2.     | Date of Incorporation and / or commencement of business                                                                                                                                                                                                                    |         |
| 3.     | Certificate of incorporation or equivalent                                                                                                                                                                                                                                 |         |
| 4.     | Brief description of the Bidder including details of its main line of business                                                                                                                                                                                             |         |
| 5.     | Bidder website URL                                                                                                                                                                                                                                                         |         |
| 6.     | Bidder Pan Number                                                                                                                                                                                                                                                          |         |
| 7.     | Bidder GSTIN Number                                                                                                                                                                                                                                                        |         |
| 8.     | Particulars of the Authorized Signatory of the Bidder <ul style="list-style-type: none"> <li>a) Name</li> <li>b) Designation</li> <li>c) Address</li> <li>d) Phone Number (Landline)</li> <li>e) Mobile Number</li> <li>f) Fax Number</li> <li>g) Email Address</li> </ul> |         |

**Name & Signature of authorised signatory**

**Seal of Bidder**

### Appendix-E

#### Scope of Work and Payment Schedule

Refer attached scope of work in details, payment schedule



SBIL\_DRISHTI\_SoW.  
docx

#### Payment schedule

| Sr. No | Deliverable                                                                                   | Payment % |
|--------|-----------------------------------------------------------------------------------------------|-----------|
| 1      | Approval of Project roadmap and release plan                                                  | 2         |
| 2      | Approval of design document                                                                   | 3         |
| 3      | Setup and installation of data platform solution components in the dev environment            | 5         |
| 4      | Setup and installation of key data platform solution components in the UAT environment        | 5         |
| 5      | Completion of build of Data Lake Architecture with required components On-Prem & Cloud        | 25        |
| 6      | Complete delivery of analytical uses cases and self-service BI roll-out across business units | 20        |
| 7      | Establish data catalogue and data discovery features in the data lake platform                | 5         |
| 8      | Activate real-time data streaming capabilities                                                | 10        |
| 9      | Complete analytical MDM within the data lake platform                                         | 5         |
| 10     | Completion of Roll-Outs & Go-Live of all Phases                                               | 20        |

**Appendix-F****Commercial Bid**

The Commercial Bid must be prepared using the standard format provided and submitted via the email address specified in the Schedule of Events. The Bid must be password-protected.



SBIL\_DRISHTI\_Com  
mercial\_Template.xls

**Name & Signature of authorized signatory**

**Seal of Bidder**

**Appendix-G**

**Contract / Service Agreement (Template)**



SBIL\_Service\_Aggre  
ment\_v1.docx

**Appendix-H**

Format of 'Non-Disclosure Undertaking' for RFP  
(To be executed on Rs. 800/- stamp Paper)

**NON-DISCLOSURE UNDERTAKING**

This Non-Disclosure Undertaking ("Undertaking") is made and entered into this \_\_\_\_\_ day of \_\_\_\_\_, Two Thousand Twenty \_\_\_\_\_

**By: -**

\_\_\_\_\_, a company incorporated under the Companies Act, 1956 having its PAN - \_\_\_\_\_ and registered office at \_\_\_\_\_ (hereinafter referred to as the "**Bidder**" which expression shall unless it be repugnant to the meaning or context thereof, be deemed to mean and include its successors and permitted assigns)

**OR**

\_\_\_\_\_, a partnership firm registered under the Indian Partnership Act, 1932, having its PAN - \_\_\_\_\_ and its office at \_\_\_\_\_ (hereinafter referred to as the "**Bidder**" which expression shall unless it be repugnant to the meaning or context thereof, be deemed to mean and include its partners and their respective heirs, executors, administrators and permitted assigns of the last surviving partner)

**OR**

\_\_\_\_\_, a limited liability partnership, registered under the Limited Liability Partnership Act, 2008, bearing LLPIN No. \_\_\_\_\_, having PAN - \_\_\_\_\_ and its registered office at \_\_\_\_\_ (hereinafter referred to as the "**Bidder**" which expression shall, unless it be repugnant to the meaning or context thereof, be deemed to mean and include its successors and permitted assigns)

**IN FAVOUR OF**

**SBI Life Insurance Company Ltd.**, a company incorporated under the Companies Act, 1956 having its registered office at "Natraj", 8th Floor, M.V. Road & Western Express Highway Junction, Andheri (East), Mumbai- 400069 (hereinafter referred to as the "**SBI Life**" which expression shall unless it be repugnant to the meaning or context thereof, be deemed to mean and include its successors and assigns).

**WHEREAS**, SBI Life has provided certain proprietary and confidential information, concerning its products, service, organisation, its employees, employee's details, decision processes, strategic business initiatives, technical infrastructure, working processes, delegation of responsibilities, project management, planning methods, reports, plans and status including but not limited to technical manuals, specifications, product features, customer list, specializations, documents, financial statements and business/development plans etc. to the Bidder to facilitate Bidder's response to its Request For Proposal for Data Re-engineering for Insights and Strategic Transformation Initiative and related services ("RFP").

**Public**

**NOW, THEREFORE,** in consideration thereof, the Bidder agrees and undertakes to:

- hold all the proprietary and confidential information received from SBI Life in confidence and will not disclose such information to any third party.
- use such information only for the purpose of responding to the RFP.
- restrict disclosure of such information to its employees who are having a need to know and inform such employees of the obligations assumed herein.
- not disclose such information to any third party without the prior written approval of SBI Life.
- protect the proprietary and confidential information received from SBI Life with at least the same degree of care as it normally exercises to protect its own proprietary and confidential information of similar nature.
- ensure that Bidder's employees will not disclose any information so received even after they cease to be employees of the Bidder.
- ensure destroying / purging of any confidential data received from SBI Life at the earliest of the closure of the bidding process or on the bidder getting eliminated from the bidding process.

The Bidder shall indemnify SBI Life, its directors, officers, employees, subsidiaries and /or affiliates and hold them harmless against any loss or damage that SBI Life, its directors, officers, employees, subsidiaries and /or affiliates may sustain on account of any leakage of confidential information pertaining to and supplied by SBI Life or on account of any violation of intellectual property, confidentiality, privacy, patents, trademark etc., by the Bidder in respect of any Intellectual Property, practices, hardware, software, systems, process, technologies, etc. in whatever manner described.

**IN WITNESS WHEREOF,** the Bidder has caused this undertaking to be executed as of the date set forth above.

For <Bidder Name >

Authorised Signatory seal: - \_\_\_\_\_

Name of Authorised Signatory: - \_\_\_\_\_

Designation: - \_\_\_\_\_

**Public**

**Appendix-I****Pre-Bid Query Format**  
**(To be provide strictly in Excel format)**

| <b>Bidder Name</b> | <b>Sl. No</b> | <b>RFP Page No</b> | <b>RFP Clause No.</b> | <b>Relevant extracts of respective Clause</b> | <b>Query/Suggestions</b> |
|--------------------|---------------|--------------------|-----------------------|-----------------------------------------------|--------------------------|
|                    |               |                    |                       |                                               |                          |
|                    |               |                    |                       |                                               |                          |
|                    |               |                    |                       |                                               |                          |
|                    |               |                    |                       |                                               |                          |

**Appendix-J**

[On Bidder's letter head]

**Format for Submission of Client References**

| Particulars                                            | Details |
|--------------------------------------------------------|---------|
|                                                        |         |
| <b>Client Information</b>                              |         |
| Client Name                                            |         |
| Client address                                         |         |
| Name of the contact person and designation             |         |
| Phone number of the contact person                     |         |
| E-mail address of the contact person                   |         |
| <b>Project Details</b>                                 |         |
| Name of the Project                                    |         |
| Start Date                                             |         |
| End Date                                               |         |
| Current Status (In Progress / Completed)               |         |
| <b>Size of Project</b>                                 |         |
| Value of Work Order (In Lakh) (only single work order) |         |
|                                                        |         |

**Name & Signature of authorized signatory**

**Seal of Bidder**

**Public**



**Appendix-K****BANK GUARANTEE FORMAT**  
***(TO BE STAMPED AS AN AGREEMENT)***

1. THIS BANK GUARANTEE AGREEMENT executed at \_\_\_\_\_ this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_ by \_\_\_\_\_ (Name of the Bank) \_\_\_\_\_ having its Registered Office at \_\_\_\_\_ and its Branch at \_\_\_\_\_ (hereinafter referred to as "the Guarantor", which expression shall, unless it be repugnant to the subject, meaning or context thereof, be deemed to mean and include its successors and permitted assigns) IN FAVOUR OF SBI Life Insurance Co. Ltd., a company incorporated under the Companies Act, 1956 having its registered office at "Natraj", 8th Floor, M.V. Road & Western Express Highway Junction, Andheri (East), Mumbai- 400069, hereinafter referred to as "SBIL" which expression shall, unless repugnant to the subject, context or meaning thereof, be deemed to mean and include its successors and assigns).
2. WHEREAS M/s \_\_\_\_\_, incorporated under \_\_\_\_\_ Act having its registered office at \_\_\_\_\_ and/or principal place of business at \_\_\_\_\_ (hereinafter referred to as "Service Provider" which expression shall unless repugnant to the context or meaning thereof shall include its successors, executors & assigns) has agreed to \_\_\_\_\_ (name of Service) (hereinafter referred to as "Services") to SBIL in accordance with the Request for Proposal (RFP) No. SBIL/2024-25/D&I/001 Dated 27/11/2024
3. WHEREAS, SBIL has agreed to avail the Services from Service Provider for a period of \_\_\_\_\_ year(s) subject to the terms and conditions mentioned in the RFP.
4. WHEREAS, in accordance with and in furtherance to the terms and conditions of the above referred RFP, Service Provider is required to furnish a Bank Guarantee for a sum of Rs. \_\_\_\_\_/- (Rupees \_\_\_\_\_ only) for due performance of the obligations of Service Provider in providing the Services, in accordance with the RFP guaranteeing payment of the said amount of Rs. \_\_\_\_\_/- (Rupees \_\_\_\_\_ only) to SBIL, if Service Provider fails to fulfill its obligations as agreed in RFP.
5. WHEREAS, the Bank Guarantee is required to be valid for a total period of \_\_\_\_\_ months and in the event of failure, on the part of Service Provider, to fulfill any of

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its commitments / obligations under the RFP, SBIL shall be entitled to invoke the Guarantee.

AND WHEREAS, the Guarantor, at the request of Service Provider, agreed to issue, on behalf of Service Provider, Guarantee as above, for an amount of Rs. \_\_\_\_\_/- (Rupees \_\_\_\_\_ only).

**NOW THIS GUARANTEE WITNESSETH THAT**

1. In consideration of SBIL having agreed to entrust Service Provider for rendering Services as mentioned in the RFP, we, the Guarantors, hereby unconditionally and irrevocably guarantee that Service Provider shall fulfill its commitments and obligations in respect of providing the Services as mentioned in the RFP and in the event of Service Provider failing to perform / fulfill its commitments / obligations in respect of providing Services as mentioned in the RFP, we (the Guarantor) shall on demand(s), from time to time from SBIL, without protest or demur or without reference to Service Provider and notwithstanding any contestation or existence of any dispute whatsoever between Service Provider and SBIL, pay SBIL forthwith the sums so demanded by SBIL not exceeding Rs. \_\_\_\_\_/- (Rupees \_\_\_\_\_ only).
2. Any notice / communication / demand from SBIL to the effect that Service Provider has failed to fulfill its commitments / obligations in respect of rendering the Services as mentioned in the RFP, shall be conclusive, final & binding on the Guarantor and shall not be questioned by the Guarantor in or outside the court, tribunal, authority or arbitration as the case may be and all such demands shall be honored by the Guarantor without any delay.
3. We (the Guarantor) confirm that our obligation to the SBIL, under this Guarantee shall be independent of the agreement or other understandings, whatsoever, between the SBIL and Service Provider.
4. This Guarantee shall not be revoked by us (the Guarantor) without prior consent in writing from SBIL.

**WE (THE GUARANTOR) HEREBY FURTHER AGREE & DECLARE THAT-**

- i. Any neglect or forbearance on the part of SBIL to Service Provider or any indulgence of any kind shown by SBIL to Service Provider or any change in the terms and conditions of the Contract or the Services shall not, in any way, release or discharge the Guarantor from its liabilities under this Guarantee.

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- ii. This Guarantee herein contained shall be distinct and independent and shall be enforceable against the Guarantor, notwithstanding any Guarantee or Security now or hereinafter held by SBIL at its discretion.
- iii. This Guarantee shall not be affected by any infirmity or absence or irregularity in the execution of this Guarantee by and / or on behalf of the Guarantor or by merger or amalgamation or any change in the Constitution or name of the Guarantor.
- iv. The Guarantee shall not be affected by any change in the constitution of SBIL or Service Provider or winding up / liquidation of Service Provider, whether voluntary or otherwise
- v. This Guarantee shall be a continuing guarantee during its validity period.
- vi. This Guarantee shall remain in full force and effect for a period of \_\_ year(s) \_\_\_\_ month(s) from the date of the issuance i.e. up to \_\_\_\_\_. Unless a claim under this Guarantee is made against us on or before \_\_\_\_\_, all your rights under this Guarantee shall be forfeited and we shall be relieved and discharged from all liabilities there under.
- vii. This Guarantee shall be governed by Indian Laws and the Courts in Mumbai, India alone shall have the jurisdiction to try and entertain any dispute arising out of this Guarantee.

**Notwithstanding anything contained herein above:**

- i. Our liability under this Bank Guarantee shall not exceed Rs \_\_\_\_\_/-  
(Rs. \_\_\_\_\_only)
- ii. This Bank Guarantee shall be valid up to\_\_\_\_\_
- iii. We are liable to pay the guaranteed amount or any part thereof under this Bank Guarantee only and only if SBIL serve upon us a written claim or demand on or before \_\_\_\_\_

**Yours faithfully,**

**For and on behalf of bank.**

\_\_\_\_\_  
**Authorized official**

**Public**