

Indicative Commercial Bid

The indicative commercial Bid needs to contain the information listed here in under in a sealed envelope bearing the identification– **“Indicative Commercial Bid for**

“End to End Card Management for Procuring, Supply, Personalization, Printing and Processing of Debit Cards” and dispatch thereof.

Name of the Bidder:

> TABLE – A: TOTAL COST of OWNERSHIP (Cost for EMV Contactless Chip Dual Interface Cards)

(Amount in Rs.)

	Basic Activities	Base Cost (A)	Quantity (B)	Total Base Cost (TCO) Rs. (C) = A * B
A	Cost of Contactless/NFC enabled/Contactless equipped with NCMC functionality (Offline Wallet) Cards ***		56 Lakh	
B	Cost of supply and printing of Collateral/ Stationery (Envelop, Card Mailer, T & C Booklet, Card Pouch etc.) all combined per Unit as per specification given in RFP (as per table B below with item wise details)		56 Lakh	
C	Stuffing , gumming, pasting and handling till dispatch including cost of packing material(envelope/carton etc.		56 Lakh	
D	Cost of Card Personalization ((Indenting / Tipping / Card Encoding / Embossing, Printing of Name etc. excluding Photo printing)		56 Lakh	
E	Total cost quoted by the bidder**		56 Lakh	

Place:
Date:

AUTHORISED SIGNATORY
Name & Designation

Annexure-13

- > **TABLE: B: Item wise Per Unit Cost of Stationeries / Collaterals with the card to form a welcome kit**

	Items	Base Cost
1.	Envelope	
2	Welcome Letter	
3.	User Guide Booklet(T and C booklet)	
4.	Card Pouch	
5	PIN Mailer	
	*Total: 1 to 4	

***Bank may supply leaf let (maximum up to 2 nos.) to be stuffed in welcome kit along with card and other collaterals**

- > **Table C: Per card Cost of (optional)**

Basic Activities	Quantity	Base Cost
RUPAY/VISA/Master Contact Cards: (CHIP:16K DDA JAVA)	5 lakh	
inclusion of photo on the card:	1 lakh	
Metal Card with metal edges, should work on both side Tap	1 lakh	
NFC Tags-Sticker form	1 lakh	

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**** This will be the Total Cost of Ownership (TCO) and should be quoted in the reverse auction.**

*****Quantity may** Apart from normal upward and downward variations of around 25% in projected quantities as indicated in Annexure 1, there may also be occasions of heavy variations during the contract period, both upward and downward for short or prolonged period, there may be surge in volume subject to Government / Regulatory regulations, etc. Further, the quantity mentioned is mere projections and not commitment from CBoI.

Volume of some of the Activities/Item may change drastically or may not be used at all, e.g. Hot Stamping, Metal foil, Spot Varnish, QC, Colour Core, Image Card, etc.

1. L1 bidder would be determined based on the Total Cost of ownership as per TABLE A (i.e. COST excluding applicable Taxes) given above.
2. Bank shall choose one or two other vendor(s) from among the L2 & L3, subject to their matching with the quote by L1 bidder. For the purpose of matching the L1 rate, the offer shall be extended to both L2 and L3. In case both agree, there would be 3 vendors with sharing of work among L1, L2 & L3 in ratio 50:30:20 respectively. If only one of L2 and L3 agrees to match L1, there would be two vendors sharing the work in 60:40.
3. As regards matching the rates of L1, it is to be noted that not only the TCO but also all the individual line items as quoted by the L1 need to be matched by the other bidder who is offered to match.
4. No counter condition in response to commercial bid will be accepted. Bank reserve the right to reject such bid.
5. L2 & L3 bidders will have to give confirmation of matching the price to what has been quoted by L1 bidder within 7 working days of the bank asking for the same else it will be assumed that they are not willing to match the price and bank may place order with L1 bidder.
6. In case of discrepancy between figures and words, the amount in words shall prevail.
7. In case of discrepancy in calculations, unit cost shall be taken for consideration of L1.
8. The requirement of the RuPay /VISA/ Master Card EMV Debit Cards / Dual Interface Contact less Card as above is indicative only (i.e. projected quantity). However, actual production may vary as per requirements.

9. Bank reserves the right to get EMV Chip Card / Contactless Dual Interface /NCCMC card, with name / without name, with photo / without photo, with / without Collaterals / Stationery items and accordingly payment will be released.
10. Bank reserves the right to further negotiate the rate of all or some of the items with L 1 bidder to rationalize the rate as per mutual consent.
11. Bank reserves the right to accept or reject the lowest bid & call for rebidding process if so warranted.
12. Total cost of ownership is exclusive of Tax only.
13. Bank shall pay applicable tax or any other duty/tax in substitution of these item(s) as per actuals that may vary from time to time as per Govt. notifications and duly put up to bank in Invoices
14. The cost of supply excluding taxes would be fixed and remain same as contract price during the contract period for all items.
15. Bank shall pay only use based cost of items of table as per the requirement.
16. Bank will empanel the vendors for a period of three years whoever participated and technically found qualified in the RFP process. However, rates quoted in the Bids will be valid for one year only to decide successful bidder. The rates every subsequent year (next 2 years) shall be called from empanelled vendors only as per Bank requirement and successful bidder will be decided through award criteria as per the RFP terms.

NO CUTTING OR OVERWRITING IS ALLOWED.

We agree with the terms and conditions stated above.

Place:

AUTHORISED SIGNATORY

Date:

Name&Designation