

Corrigendum 03: Data Management, Analytics and Business Intelligence Solution for Export-Import Bank of India. Reference No: - EXIM/RFP/2022-23/05

Please refer to E-Tender Reference No. EXIM/RFP/2022-23/05 for “E-Tender: Data Management, Analytics and Business Intelligence Solution for Export-Import Bank of India”. **Consolidated Pre-Bid Meeting Query in Annexure -I, General Questionnaire attached in Annexure – II, Annexure – III Project Timeline and Commercials Calculation sheet, Annexure IV EMD Amount, Annexure – V RFP Additional Data**

Tender Reference No.	EXIM/RFP/2022-23/05
Last Date of Acceptance of E-Tender Documents- IP Agreement	June 8, 2022, 05:00 p.m.
Date & time for Bid Submission of Tender	June 8, 2022, 05:00 p.m.
Date & time for Opening of Tender	June 9, 2022, 11:00 a.m.

The bidders are advised to consider the following amendments/Corrigendum before submission of their bids against this tender. All other terms and conditions of the tender document will remain unchanged. The tender document is available on our website <https://www.eximbankindia.in>.

Sd/-
(Kiran Patil)
Information Technology Group
Deputy General Manager

Annexure – I
Pre-Bid Meeting Query

Sr No	Page No - Point No	Meeting Query	EXIM Response
1	Page 4 - EMD Amount: ₹ 5 Lakh	Request the whether the bidder can submit Bank Guarantee (EMD)? If so, may furnish the format of the same. If not please furnish the name of the Bank, Bank A/c number, IFSC and branch details for NEFT/RTGS/Online payment.	Bank Guarantee is fine. Refer Annexure IV for format.
2	Page 13 – Point 11, Evaluation and Comparison of Bids:	<p><u>Description:</u></p> <p>The evaluation will be a two-stage process. The stages are:</p> <ol style="list-style-type: none"> General Eligibility Technical specification evaluation Commercial evaluation <p><u>Query:</u> It appears there is a typo error as it should be three-stage process.</p>	It is a two-stage process only. Technical as well as commercial.

3	Page 20 – Training Infrastructure	<p><u>Description:</u></p> <p>The Bidder shall also propose an adequately sized training environment separately for internal training to be conducted by EXIM Bank. The Bidder shall provide and maintain the training environment by rightsizing the hardware, software, and any other application / solution to conduct and support internal training programs for EXIM Bank for up to 100 people logged in concurrently.</p> <p><u>Query:</u> Request the Bank to provide the number of Batches to be held for training 100 people. Request the bank to add a line item for Training Cost in the commercial proposal (Annexure-XII).</p>	A batch would be of 25 to 30 people.
4	Page 21- Point 2.2 Technical / Technology Architecture:	<p><u>Description:</u></p> <p>Allow data older than a specific duration to be archived in low-cost cold storage.</p> <p><u>Query:</u> Request the Bank to let us know the quantum of backdated data to be archived. Also let us know will this be a periodical exercise.</p>	The entire data size will not exceed 2 TB. Also, the backdated data is in Excel format.

5	Page 23- Point 2.4 Extraction, Transform and Load	<p><u>Description:</u></p> <p>Initial data migration of historical data into the data warehouse</p> <p><u>Query:</u> Request the Bank to specify the period of historical data.</p>	Please refer point 4
6	Page 30- Migration of SSRS and BI Reports	<p>Existing Reporting Solution</p> <p><u>Query:</u> Request the Bank to add a line item in the Commercials for quoting the Migration cost.</p>	Ok
7	Page 31- Hardware / Software	<p><u>Description:</u></p> <p>The Bidder shall ensure the DMABI Solution is adaptable to any other system implemented / to be implemented by EXIM on its systems and for infrastructure platform.</p> <p><u>Query:</u> In case of major changes / adaptability a suitable commercial will be discussed by following the Change Management/ Request process.</p>	<p>For major change /customization in infrastructure a separate change request will be mutually discussed along with Bank and Bidder.</p> <p>Bank's decision will be final for the change request. In case of disagreement change request will be given to another partner and bidder need to support in implementation.</p>

8	Page 38- Bidder Presentation, Approach Plan & Scoring (B2)	<p>Description: As an evaluation, the Bidder will be invited by EXIM to deliver a presentation for a period of 45 minutes on the DMABI Solution, followed by discussions.</p> <p>Query: Request the Bank to advise whether the presentation will be via online mode?</p>	Both the options would be available i.e., online / in person
9	Page 65- Annexure-XII COMMERCIAL PROPOSAL	<p>Description: On Site L2 resource cost per month (after post go live)</p> <p>Query: Request the Bank to mention the number of L2 resource needs to be deployed at EXIM Bank of India.</p>	1
10	Page 65- Introduction	<p>Queries:</p> <p>1) Kindly help us with version SQL server</p>	SQL Server versions will be scope 2012/2016/2017/2019
		<p>2) Kindly help us with components/modules present in SQL Server</p>	Standalone SQL server and SQL server integrated with SharePoint

		3) Is EXIM bank infrastructure enabled for Containerization?	No
		4) What is the Hyper-V currently used in Bank's infrastructure	Hyper -V is only used for Virtual Servers.
11	Page 17 - Goals and Objective of the Project (Point 3)	Automatic Data Flow to RBI <u>Query:</u> As we understand any data exchange with any external party from Bank, he to follow maker/checker and approver cycle. What is the BPM engine currently or envisaged by EXIM Bank in this regard?	Bidder may propose necessary engine
12	Page 17 - Goals and Objective of the Project (Point 7)	Onsite Managed Services <u>Queries:</u> 1) What will be the number of Concurrent users on Data Platform? 2) How many users' needs to be provisioned for Helpdesk? 3) What is the current rate of tickets raised as incidents, is there any incident platform currently deployed with EXIM Bank, if yes, kindly let us know the details?	Not more than 100 concurrent users.

13	Page 17 - Goals and Objective of the Project (Point 10)	<p>User Centric</p> <p><u>Queries:</u></p> <ol style="list-style-type: none"> 1) How many total Data Platform user is envisaged? 2) How many different Data User roles will be there? 3) How report creating users, Report Admin, Report Viewers 4) Are all roles defined in existing Directory services? 	Around 300-350 users would be accessing the platform
14	Page 18 - Goals and Objective of the Project (Point 10)	<p>Automated</p> <p><u>Queries:</u></p> <ol style="list-style-type: none"> 1) Any changes for e.g., in Data i.e., Incremental Data/CDC, Schema etc. has to be pushed by Source system. In case of schema changes for consuming the changes, receiver Data Platform may also be needed to tweak. These types of changes will qualify for Change Request which will be mutually agreed for proceeding, kindly confirm 2) The impact of changes on downstream applications will need system study, impact analysis, mapping etc. These all processes cannot be fully automated and will 	Bidder may please size the costing for this in their proposal.

		qualify for Change Request, kindly confirm	
15	Page 18 - Goals and Objective of the Project (Point 10) Resilient	Resilient Query: As we understand EXIM Bank would be having some backup solution running and EXIM Bank IT team would be ensuring the backup/retrieval (in case). Kindly confirm for this project as well Backup/Restore will be done by existing team	Yes, Bank is using dedicated Backup solution for Backup/Retrieval.
16	Page 19 - Goals and Objective of the Project (Point 10) R	Goal Query: What are the Operational performance metrics currently EXIM Bank uses, please help us with samples?	Sample Annual Reports can be referred from Bank public Website. http://eximbankindia.in
17	Page 21 - Technical / Technology Architecture	Allow data older than a specific duration to be archived in low-cost cold storage Query: Storage tiering on physical infra level to be done by Exim bank, kindly confirm	Proposed Software should be capable of retrieving archived data based on demand.
18	Page 23 - Extraction, Transformation & Load	The incremental data to be loaded into the Enterprise Data Warehouse from individual source applications must use transactional logs wherever the application can support the same; and	Connector /Middleware for data retrieval should be included in proposed solutions.

		<p>hence Change Data Capture (CDC) must be provided as a part of solution for ETL Programs.</p> <p>Query: Kindly confirm the data sources have capability and pushing the incremental data to DWH</p>	
19	Page 26 - Detailed Scope of Work	<p>Queries:</p> <ol style="list-style-type: none"> 1) ETL jobs number segregation: <ol style="list-style-type: none"> a) Batch b) Realtime c) Mini-Batch 2) How many Source systems will be there pushing Data to Central Data Platform? 3) Approx. number of Tables/Files/APIs getting pushed to Data Platform from each source system 4) What are data source database types for e.g., SQL, Postgres, DB2, Oracle etc. 5) Is data migration in scope- if yes: <ol style="list-style-type: none"> a) How much data to be migrated b) Source system for data migration c) Source system support details 6) How many totals of following expected from Platform? <ol style="list-style-type: none"> a) Master Domains b) Raw input records c) Golden records" 	<ol style="list-style-type: none"> 1. Most of the system will be in real time integration. In case of technical challenge mini batch solution will be discussed. 2. Implementation will be start with 5 different data sources (API, SDK, SQL Server, Oracle Database, CSV/XML) 3. Initial setup will be configured with all data source and with time daily incremental data is required. 4. API, SDK, SQL Server, Oracle Database, CSV/XML 5. No. However solution will consume existing data source. 6. Development will be agile in nature so master Domains; Raw input records and Golden records will be defined bottom-up approach.

		<p>7) Data Governance policies already defined or needs to be built? Preferred tools for building Policies & Governance, Catalogs, Glossary to identify the right resources?</p> <p>8) What is the current maturity of Data Governance in organization? Please also elaborate the current stage (Stage 0 - lowest, Stage 5 - highest).</p> <p>9) How many data governance policies to be created as part of implementation?</p> <p>10)How many departments are in Scope for the Data Governance across the Enterprise?</p> <p>11)What the count for Dashboards</p> <p>12)What industry standard has to be followed for Data Governance</p> <p>13)How many data API's to be exposed for integration?</p> <p>14)How many Application APIs are expected?</p> <p>15)Is there any existing tool for API management i.e., API gateway for e.g., WSO2 etc.</p> <p>16)Any work pertaining to data source applications/databases to be done by Exim Bank/application owner and not by the bidder, kindly confirm</p>	<p>7. Data governance policy need to be built. Business Glossary need to be developed in proposed solution in incremental manner.</p> <p>8. Separate Data governance policy is not there however IT (Information Technology) policy, ISU (Information Security Unit) policy and RBI policy will be used.</p> <p>9. Based on business requirement.</p> <p>10.It is intended to use Bank wide. Organization Tree will be attached in Annexure.</p> <p>11.Dashboard will be business driven. Also, this project will be developed in agile methodology rather than waterfall model.</p> <p>12.RBI and Government of India Guidelines</p> <p>13/14. Project will be driven in agile methodology rather than waterfall model.</p> <p>15. No</p> <p>16. initial product configuration and agile based development is the requirement.</p>
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20	Page 27 - Extract, Transform and Load	<p>1) Initial data migration of historical data into the data warehouse Query: Please clarify the historical data volumetrics, formats of historical data</p> <p>2) The Bidder shall be responsible for successful analysis, design, development, implementation, and maintenance of ETL Programs from the data sources specified in Appendix I and Appendix II Query: Please confirm the data sources, respective technology platform and versions. There is only an "indicative list of source systems" in page 28 Query: What are the approximate number of tables/files/extracts from the respective sources that are to be sourced for the data platform? Please clarify</p> <p>3) The ETL Program should be capable of supporting various technologies like Spark, Spark Streaming, Kafka, Cassandra, Hive, HDFS, Sqoop, Hbase Query: Please help with the use case and need for this capability</p>	<p>1. Historical data refers to existing data source.</p> <p>2/3. API, SDK, SQL Server, Oracle Database, CSV/XML will be the primary data source. Total structured database size will be not more than 2 TB.</p> <p>3. RFP is referring next 5-year Goal, so it is prepared in inclusive way.</p>
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21	Page 29 - Enterprise Data Warehouse	<p>1) Database for the DW should support many data types and data models viz. relational, JSON, graph, spatial, text, OLAP, XML</p> <p>Query: Referenced requirements include unstructured and semi structured data. Are the future capability requirements or nice to have or must have capabilities? Please clarify</p> <p>2) Database should have capability to support many workload types within the database i.e., transactions, analytics, ML, IoT, streaming, blockchain workloads</p> <p>Query: Meeting these criteria will entail inclusion of multiple database technology alternatives in the proposed solution. Can you please elaborate if these are future capabilities needs or foundational capability requirements?</p>	<ol style="list-style-type: none"> 1. Unstructured and semi structured data we intended to use in second phase of development. Data will be extended up to OCR (Optical Character Reader) on existing PDF. 2. Once all data type will be in Datawarehouse we intended to use ML, IOT, Blockchain with bank specific use cases.
22	Page 29 - Data Mart	<p>The data lake enables EXIM to store structured, semi-structured, unstructured and stream data.</p> <p>Query: Meeting these criteria will entail inclusion of multiple database technology alternatives in the proposed solution. Can you please elaborate if these are</p>	<p>Data lake will be most likely in Phase 3 which will be implemented down the line after Phase 2 completion.</p>

		future capabilities needs or foundational capability requirements?	
23	Page 32 - MIS / Dashboards requirements including Visualization, Display and User Interface	<p>EXIM has taken a decision to use Microsoft PowerBI as a Business Intelligence tool for the proposed DMABI Solution.</p> <p>Query: Please elaborate on the version/edition of PowerBI, licensing details</p>	Power BI Pro. If required Power BI Premium with RPA will be upgraded for developers.
24	Page 74 - Appendix II (Point 91,87,88,89)	<p>91) DMABI Solution should have pre-built libraries for standardization of INDIA specific data</p> <p>Query: Please elaborate on the "India specific data"</p>	India specific refers to localization of data.
		<p>87) DMABI Solution should provide the following capabilities</p> <ul style="list-style-type: none"> • Data sufficiency analysis in terms of null count, blank count, unique count etc. • Data Statistics such as min, max, mean, median, mode, standard deviation etc. • Performing structure discoveries • Computing frequency distributions 	Phase 1 will be for structured data. Once structured data is in database, we want to use profiling, metadata management, data lineage capabilities in data platform.

		<ul style="list-style-type: none"> • Computing pattern frequency distributions • Computing metadata validations and statistics • Identifying outliers and percentiles <p>Identifying referential integrity (pk relationship) analysis</p> <p>88) Profiling capabilities should also cover the capabilities to generate custom business alerts to notify key stakeholders about any issues identified in a simple drag-n-drop manner.</p> <p>89) Profiling capabilities should also cover the capabilities to define custom business validations / rules that helps in identifying data issues in a drag-n-drop manner.</p> <p><u>Query:</u> Profiling, metadata management, data lineage capabilities - Can these capabilities be considered as future capabilities for the data platform? Can you please clarify?</p>	
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25	Page 49- Annexure VI- NDA	<p>Confidential Information</p> <p><u>Query:</u> Revise definition of “Confidential Information” as follows: “means any and all information or data reduced in writing that is proprietary to the Disclosing Party and not generally known to the public, whether in tangible or intangible form, in whatever medium provided by the Disclosing Party to the Receiving Party or its representative(s) in connection with the Purpose and the business transacted/to be transacted between the Parties. Confidential Information shall include any copy, abstract, sample, notes or module thereof.”</p>	Confidential Information definition you can refer from RFP.
26	Page 56- Annexure VII- Integrity Pact	<p>Clause 4(2)</p> <p><u>Query:</u> Please delete Clause 4(2). Also, Section 9: revise reference to: “If any claim is made / lodged during this time, the same shall be binding and continue to be valid despite the lapse of this pact as specified above, unless it is discharged / determined by Managing Director (MD) of EXIM BANK or as may be determined by a competent judicial authority.</p>	This is standard template. No Change
27	Page 61- Annexure VIII- Statement of Nil Deviations	<p><u>Query:</u> please confirm that this statement only relates to the aspects referenced in the</p>	This is standard template. No Change

		bid document and terms and conditions of the contract/SLA are to be mutually discussed and agreed with the winning bidder.	
28	Page 12- Point 6, Liquidated Damages	<p>In the event of the Seller's failure to submit the Bonds, Guarantees and Documents, supply the stores/goods and conduct trials, installation of equipment, training, etc. as specified in this contract, the Buyer may, at his discretion, withhold any payment until the completion of the contract. The BUYER may also deduct from the SELLER as agreed, liquidated damages to the sum of 0.5% of the contract price of the delayed/undelivered stores/services mentioned above for every week of delay or part of a week, subject to the maximum value of the Liquidated Damages being not higher than 10% of the value of delayed stores/services.</p> <p><u>Query:</u> We request you to kindly remove the clause of at his discretion, withhold any payment until the completion of the contract.</p>	This is standard template. No Change
29	Page 23	2.5 EXIM Bank has taken a decision to use Microsoft Power BI as a business intelligence tool for the proposed DMABI Solution.	All license requirements will be taken by Bank.

		<u>Query:</u> Does the bidder need to supply Power BI licenses, or the Bank is going to provide the same?	
30	Page 32 - Business Requirements and Initial Use Cases	Point A- Creation of Master Data <u>Query:</u> Need clarification on whether the Bank wants the Bidder to propose a full-fledged MDM solution as part of proposal? If yes, please specify the approximate total volume of records for all master domains.	Total Volume of data will not more than 2 TB.
31	Page 33 - Analytical requirements	While the reporting requirements help, the users get a view of the information or status of business in hindsight, there is a need for users to identify patterns in the data. These patterns could then serve as an opportunity to optimize resources, minimize costs, better target products to the clientele, etc. These requirements could entail use of both simple and advanced quantitative techniques. The bidder should provision for a workbench solution where ad-hoc slice and dice analytics can be undertaken at will by users as well as advanced analytics models could be developed as needed. <u>Query:</u>	Power BI tool is recommended as licensing investment is already done by Bank. Power BI custom development/Ad-On can be implemented for getting desired features. If power BI is not able to fit in bank business requirement another tool will be procured based on bidder recommendation.

		What kind of advanced analytics models expected from the platform, please elaborate. Is it safe to assume that it will be part of Power BI tool capability and no separate tool is required?	
32	Page 77 – Appendix II [point 134]	<p>Description: Platform must provide stream processing in order to support real-time data processing.</p> <p>Query: Our understanding by real-time data processing here means that the platform should be able to ingest data in near real time and load reports with live data. Please correct and elaborate if any deviation.</p>	Platform should be capable of inbound/outbound data sharing. Also, system should be flexible for configuring Batch/Real Time data.
33	Identity Resolution	<p>D&B Direct+ Identity Resolution (IDR) uses input criteria to find the best candidates in its extensive database of entities. It uses proprietary algorithms to identify the best matches and returns those matches with detailed information about what criteria was used to find the match.</p> <p>Identity Resolution Steps: 1. Cleanse, Parse, and Standardize 2. Retrieve candidates 3. Evaluate and decide</p>	Low level system design can be presented in presentation where EXIM specific case study will be shared.

34	Company Information	<p>Provides basic data about a company, including name and address, industry/business activity type, size, and country/region identification numbers.</p> <p><u>Level1</u> - Basic information about a company primarily used to validate the Match found in Company Entity Resolution such as Business Name, Primary Address, Telephone, Web Address and Primary Industry Codes. This Level is required as it is the starting point for all data block licenses.</p> <p><u>Level2</u> - Additional information on a company including Sales, Employees, Industry Codes, Mailing Address and other information.</p>	Company Information is already there in Bank website however Company internal Group will be shared after finalization of RFP.
35	Principals & Contacts	<p>Information about company employees and principals, including names, titles, and - where permitted - contact information. Data within the Principals and Contacts block is split between Principals data and Contact data. Principals' data, representing executives and directors associated with a company and available globally, is available when calling the Data Block API for all levels of Principals & Contacts Block. This Principals data is available through data</p>	Proposed solution should be integrated with Azure/ On-Prem AD for fetching Employee Department, Organization hierarchy etc.

		<p>file as well as the Data Block API. This request can be combined in the same call with a request for other entitled data blocks.</p> <p>Level1 - Information on the most senior person known at the company.</p>	
36	Ownership Insights	<p>Information on the people and companies who own shares of a given business entity and/or who ultimately benefit from the result of that business' operations.</p>	<p>Refer Annual Reports present in organization public website. Refer Annual Report Section.</p> <p>URL- https://www.eximbankindia.in/</p>
37	Page 17- Goals and Objective of the Project, Point 1	<p>Description: Aid top management of EXIM Bank in decision-making process by implementing data warehouse and business intelligence systems with its sophisticated reporting / visualization tools and generation of Executive Information System (EIS) and Decision Support System (DSS).</p> <p>Query: Is the understanding correct that the BI tool is also required as part of the scope or Should BI functionalities will be taken care of by "Microsoft Power BI tool"</p>	<p>BI tool will be decided based on Bank's business requirement. If power BI tool fits into the requirement we will be happy to save the licensing cost.</p>

38	Page 17- Goals and Objective of the Project, Point 3	<p>Description: Facilitate Automatic Data Flow (ADF) facility to Reserve Bank of India and from the supervised entities (State / Client institutions), collation of data from subsidiaries and other associate concerns.</p> <p>Query: Understanding is Integration with RBI and Supervised entities are required from the proposed solution</p>	Integration with external application is required from the proposed solution.
39	Page 18- Goals and Objective of the Project, Flexible	<p>Description: The DMABI Solution must be flexible enough to support multiple types of users, load operations, refresh rates (e.g., batch, mini-batch, and stream) and query operations (e.g., create, read, update, delete). The DMABI Solution must be flexible enough to enable easy transition in case EXIM Bank wishes to go for data virtualization.</p> <p>Queries:</p> <ol style="list-style-type: none"> 1) Please provide the total users and concurrent users working in the Data warehouse to extract the data/report. 2) What would be TAT expected for the data loading and extraction process? 3) What is the SLA expectation? 	<ol style="list-style-type: none"> 1. 100 concurrent users 2. Expected TAT should be less than 5 sec. 3. Infrastructure SLA need to be shared by bidder however function SLA will be mutually decided by bidder and Bank Internal Team.
40	Page 20-point 1	<p>Description: Right size the DMABI Solution with reference to the hardware and software to ensure high availability, extendibility, scalability, redundancy, and performance of the solution and to</p>	Bidder should only quote implementation cost along with Annual AMC and 1 L2 Resource cost (Billed Monthly).

		<p>meet the technical and functional requirements of the DMABI Solution taking into consideration the current as well as projected volumes, as per the terms of the RFP within the timeframe prescribed by EXIM Bank.</p> <p><u>Query:</u> Is the bidder expected to provide hardware and software or just the hardware and software specification needed & the bank will procure the hardware and software by itself?</p>	<p>Tentative software\licensing cost need to mention separately which will not use in calculation.</p>
41	Page 20-point 1	<p><u>Description:</u> Integration with existing monitoring software for monitoring the performance of all software and hardware components</p> <p><u>Query:</u> What monitoring tool/ ITSM tool Bank is using as of now</p>	<p>Bank is using Sanovi software for monitoring tool.</p>
42	Page 22- Point 2.2, Technical / Technology Architecture	<p><u>Description:</u> Include hardware, backend and front-end software, LAN and WAN requirements.</p> <p><u>Query:</u> 1) Is the bank want the bidder to provide the hardware.? 2) WAN connectivity will be only required from Cloud to Bank's On-Prem Data Centre or is there exist other few applications which are</p>	<p>1.Bank will provide all hardware /software /license related to proposed solution.</p> <p>2/3/4. On-Prem gateway connector is recommended to use for cloud ready solutions.</p>

		<p>residing at regional offices as well and WAN connectivity is needed till there too.</p> <p>3) Is bidder expected to provide WAN BW connectivity for such requirements."</p> <p>4) We understand that WAN connectivity will be required from Cloud to Main and DR datacenter of bank.</p>	
43	Page 22- Point 2.3, Enterprise Data Warehouse	<p>Description: To be developed by the Bidder keeping the industry model as the base, and further customized / modified to meet the specific needs of EXIM as per this RFP, with hybrid or cloud only options, along with benchmarking and proof of benchmarking, available to EXIM,</p> <p>Query: Is Bank okay to have a full fledged cloud solution for the requirements.</p>	Bank is looking for cloud ready solution where data will be in on-Prem environment however cloud features will be used for data processing.
44	Page 23- Point 2.5, Analytics, Reporting and Business Intelligence	<p>Description: EXIM Bank has taken a decision to use Microsoft Power BI as a business intelligence tool for the proposed DMABI Solution.</p> <p>Query: Is the understanding correct that bidder needs to integrate existing Microsoft</p>	Another BI tool can also be integrated provided it should fit into Bank's requirement.

		Power BI with its DMABI solution, and no other new BI tool is to be scoped as part of the RFP/ DMABI Solution?	
45	Page 17-point 10	<p>What is DMABI?</p> <p>Can we break down DMABI solution into EDW, Data Lake, ETL, Data Quality, Metadata?</p>	<p>DMABI solution should be cloud ready and it will be implemented in phased manner. Tentative classification based on data type.</p> <p>Phase 1- Structured Data</p> <p>Phase 2– Semi Structured Unstructured data,</p> <p>Phase 3- Complete Datawarehouse</p>
46	Page 25-Current Architecture	Would like to know current IT & Data Flow Architecture of EXIM?	Tentative diagram already mentioned in Detailed Scope of work section.
47	Page 30 - Migration of SSRS and BI Reports	<p>Is migration of all 200 Reports part of the Scope.</p> <p>Assuming these reports to be migrated to MS PowerBI?</p>	DMABI solution implementation is in scope of work. Development /Customization will be carried out EXIM in house Team along with resources from solution provider Team.
48	Page 31-Hardware/software	What is the current hardware set up for EXIM?	Refer detailed scope of Work Section

49	Page 47-Point 2	<p>Description: The respondent should be in business of providing Data Management, Analytics and Business Intelligence Solution for at least eight years as on the date of this tender.</p> <p>Query: Propose to Change for at least 4 years in business of providing Data Management, Analytics & Business Intelligence.</p>	No Change. Bidder can submit exception for participation.
50	Page 65- Annexure XII	<p>Description: DAMBI Solution along with any software component for fulfilling the requirement (DC and DR Setup)</p> <p>Query: How does Bidder Quote Multiple Solutions under DMABI Pt 1?</p> <p>Also, DC DR will be part for DMABI, or will there be separate line item for Quoting for DC & DR?</p>	One Bidder need to quote only 1 solution. DC and DR will be part of scope.
51	Page 3-point 2	<p>Vendor Registration: 1. How to check the status? 2. Which Digital Certificate need to attach? Or Digital Signature is required?</p>	Refer address given on RFP document.
52	Page 47- Eligibility Criteria of the Bidder point 2,3	What documentary proofs we need to provide?	Purchase Order and Project Completion certificate.

53	Page 41-Point 5 (payments)	Can you elaborate on the below point? “Resource cost will be paid on monthly arrear basis”.	Cost of the L2 resource will be paid monthly.
54	Page 6- MANDATORY INFORMATION REQUIRED FOR PRE-QUALIFICATION OF THE BIDDER	We are medium segment limited company having an established board. We can provide the proprietor’s name but can’t provide the mobile number. Instead of which we can provide the company secretary’s mail id and key management person’s mail id or the DIN of the proprietor. Request to consider the same as against the sought of mobile number.	No Change
55	Page 6-point 9	As a limited company, we transact with different banks. Kindly eliminate this clause from the vendor / bidder Performa.	No Change
56	Page 18	Description: Automated: The DMABI Solution should automate the dataflow from the source systems to the data warehouse . In addition, it must detect changes in the source schema and identify impact of changes on downstream objects and applications. In a real time, environment, it must detect anomalies and notify the appropriate individuals or trigger alerts in operational dashboards	Tentative Phase 1 data source will be API, SDK, SQL Server, Oracle Database, CSV/XML.

		<p>Query: Request to provide approximately how many source systems are there in the organization. Please to see if the list of those systems and their database are published.</p>	
57	Page 23- Point 2.5 Analytics, Reporting and Business Intelligence	<p>Description: EXIM Bank has taken a decision to use Microsoft Power BI as a business intelligence tool for the proposed DMABI Solution.</p> <p>Query: Kindly clarify is it mandatory to provide the BI tool only on MS Power BI or can the bidder suggest any other tool for data visualization.</p>	BI tool will be selected on Bank's business requirement.
58	Page 25- Point 2.10 Annual Maintenance Contract (AMC) -	<p>Description: For avoidance of doubt, it is clarified that the term of the AMC Services is for 1 (one) year commencing from the date designated by EXIM Bank ("AMC Term"). The AMC Term shall be automatically renewed on a yearly basis (up to next 3 years after initial warranty), during the Contract Period and thereafter, unless otherwise decided by EXIM by giving a 30 days' prior written notice to the Bidder. AMC Services shall be available on 24 x 7 x 365 basis. The AMC Services shall include but not limited to expert onsite support, program modification as may be necessary,</p>	AMC will be generally for Bank business working hours however in extreme conditions it will be 24 x 7 x 365.

		<p>component replacement and associated efforts.</p> <p>Query: Kindly suggest whether 24 x 7 x 365 service is mandatory condition. Can it be relaxed to support engineer's presence during business hours.</p>	
59	Page 47- ANNEXURE V - ELIGIBILITY CRITERIA OF THE BIDDER	<p>Description: The respondent should be in business of providing Data Management, Analytics and Business Intelligence Solution for at least eight years as on the date of this tender. Order copies to be submitted as documentary proof.</p> <p>Query 1: We had done the data management for vast organizations in India. But had done Analytics and BI solutions for entities outside India.</p> <p>Query II: Secondly, we had done this DMABI for other core solutions such as CBS, AML etc. kind of solution for large banks in India. Request to accept such references for our order copy documentary proofs.</p>	No Change. Exception may be submitted for the same.
60	Page 61- ANNEXURE VIII - STATEMENT OF NIL DEVIATIONS	<p>Description: There are no deviations (nil deviations) from the terms and conditions of the tender. All the terms and conditions of the tender are acceptable to us.</p>	No Change

		<p><u>Query 1:</u> If indirect application of DMABI capability is proved by the bidder, then the statement of this letter to be altered as</p> <p><u>Query II:</u> “There are no deviations (nil deviations) or minimal deviations from the terms and conditions of the tender. All the terms and conditions of the tender are acceptable to us.” Request to consider the same.</p>	
61	Page 31- Hardware / Software -	<p><u>Description:</u></p> <p>a) ON-PREMISEs with Cloud Ready For on premise, Bank will procure all hardware and software based on requirement shared by Bidder in advance. Proposed DMABI solution should be cloud ready enabling migration / archival to cloud in a seamless way as needed.</p> <p><u>Query:</u> It is mentioned in this paragraph that “Bank will procure all hardware and software based on requirement shared by Bidder in advance”. It also states that system should be cloud ready. Followed by which mentioned that “Preferred Cloud - Azure Cloud or any other Leading Cloud Service provider”. During the course of project, if the bank wants to</p>	Data will be resided on On-Prem however cloud features /services will be used for data processing.

		migrate to cloud, please clarify which party to need to source the cloud space, since it was not specifically mentioned.	
62	Page 47- ANNEXURE V - ELIGIBILITY CRITERIA OF THE BIDDER	<p>Description: The Bidder must have experience in providing Data Management, Analytics and Business Intelligence Solution to at least 3 BFSI/PSUs/Govt organizations in India during last five years</p> <p>Queries:</p> <ol style="list-style-type: none"> 1) Proof of the similar work done outside India will be accepted or not 2) We have been just involved with PSU' s and the projects have yet not been completed as such we can share only PO's 	<p>No Change in criteria.</p> <ol style="list-style-type: none"> 1. For deviations submit exception forms 2. PO will be considered.
63	Page 36- Evaluation of Bids- Technical Bid Evaluation	Will the bidders be informed about their Technical Score?	Based on request Technical Score will be sent on email.

64	Page 47- Eligibility Criteria	<p>"The respondent should be in business of providing Data Management, Analytics and Business Intelligence Solution for at least eight years as on the date of this tender. Order copies to be submitted as documentary proof. "</p> <p><u>We request bank to modify the clause to 5 years' experience.</u></p>	Eligibility Criteria will remain same
65	Page 31- Data Archival	<p>"Data should be archived in such a way as to ensure that there is no loss of data, and it must be possible to restore the archived data for specific queries by EXIM's users."</p> <p><u>Is a separate Data Archival solution required of the DWH/DB systems itself can be utilized for the archivingn</u></p>	System should be capable of data archiving
66	Page 41 - Payment Terms	<p>The payment will be made within 30 days after delivery/installation and submission of original invoices either in Hard copy or digitally signed invoices.</p> <p>Application/Solution deployment -25%</p> <p>Integration of Data Sources – 10%</p> <p>Activation of Licenses - 25%</p> <p>Design of Dashboard and Reports – 30%</p> <p>Project Sign Off - 10%</p> <p>Resource cost will be paid on monthly arrear basis.</p>	Software Procurement will be done by EXIM.

		<p><u>The overall Value of the payment terms vs the commercial bid format is not adding up.</u></p> <p><u>We propose to have separate Payment terms for Software Procurement installation and Services such as Implementation and FMS.</u></p>	
67	General	What is the consolidated data size envisaged by EXIM Bank	Maximum 2 TB Structured Data along with yearly growth of 200 GB
68	General	What are the total number of users?	350 (External /Internal)
69	Page 22- Section 2.3 Enterprise Data Warehouse	<p>Q1: Please share Database type, size, and Interface/integration mechanism from the internal and external source applications?</p> <p>Q2: Do you have a metadata information document (data dictionaries, data table structure etc.) available for existing source systems?</p> <p>Q3. What is the Life cycle of the data process and delta size of the records</p>	<p>Q1: API, SDK, SQL, Oracle, SQL Server, CSV, XML</p> <p>Q2: Business Metadata Glossary (With Browsing Capability) is a part of requirement.</p> <p>Q3: For Financial data we will be using T+1 Days (Last working Day) logic.</p>

		<p>(daily, weekly, and monthly)? Will there be ingestion of Real Time Data?</p> <p>Q4: In case of real-time data, what is the acceptable latency between the data output and the data display on the dashboard?</p> <p>Q5: What is history data requirement? How many years of history data to be migrated in proposed DMABI solution? Please share approximate size and number of objects(tables) to be migrated.</p> <p>Q6: Please confirm the frequency of unstructured data as compared to structured data?</p>	<p>Other data we will intended for real time configuration.</p> <p>Q4: Real time data will be binded by API/SDK</p> <p>Q5: Current System data will be in scope. (Approx. Size will be 2 TB (Max))</p> <p>Q6: Unstructured data will be in the format of PDF (OCR/Word/ Excel</p> <p>Structured data will be in the RDBMS</p>
70	Page 24- Section 2.6 Master Data Management	Q1. What are the data volumes processed per day?	500 MB (Max)
		Q2. What is the current data size and what is the growth rate expected?	2 TB Max (200 GB/Year Approx.)
		Q3. How is current data profiling, cleansing, standardization, and enrichment achieved?	Database /UI level validation

		Q4. What are the unique fields to find duplicate records? (We can give insights later as well, based on sample data provided)?	Primary/Composite key will be shared against each table.
		Q5. Any collision records from different source systems. Do you expect to send records for manual correction, to get master records?	CSV based upload /download option should be there.
		Q6. Do we have any correct data or 3rd party data to update the customer details like address, email, phone number (enrichment)?	Yes, it is available
		Q7. Any expectation to browse the data and validate data issues from web portal? Any details to create users and access the data from web portal based on access level	Yes, Mobility should be Mobile Device/Browser /App
		Q8. Is there any Data lineage requirement? (Determine the source of target data fields across the ecosystem)	Yes
		Q9. Is there a requirement to show Business glossary or data dictionary in local character set as well?	Yes

		Q10. Is there a need to manage metadata?	Yes
71	Page 28- Data Quality & Governance	Q1: Are there any defined policies, standards, processes, and procedures for Data Governance? If yes, how many? Please list them if possible?	Yes
		Q2: What is your data governance challenges and compliance requirements?	Data should be on-Premises and should comply RBI guidelines.
		Q3: What are the common quality issues is it consistency, completeness, or integrity issues?	Issue with consistency, completeness, and Integrity
		Q4. When multiple records of the same customer are identified, will there be any merging of records who form a golden record?	Duplication will be handled at system level.
		Q5. What would be the expected data format that has to be shared back after data profiling/enrichment of data?	All data will be in standard format XML/JSON.

		Q6: What process are in currently in place for data validation against the clean data?	System level controls is used for Data Validation
		Q7. How many users are expected to access/use the data quality reports?	Data quality reports will be governed by respective Group (10 -20 Member).
		Q8. How are data resolution issues handled currently?	Parallel Excel is maintained for matching system data.
72	Page 30 - Migration of SSRS and BI Reports: Existing Reporting Solution	Q: Please let us know if you already have a solution for XBRL reporting, or if you would like us to propose the solution?	We are not using XBRL Reporting.
		Q2: Please confirm number of new compliance reports, BI Reports & Dashboard need to be built and what would be proportional break-up of these reports (Scheduled, Semi-analytical, highly analytical)?	Number of Report /Dashboard will be developed in agile environment.
		Q3: Kindly let us know about the frequency of data load and data refresh in proposed solution?	We intended to use real time data however for financial data we may consider T+1 Days data.

		Q4: How many users are anticipated to use the BI Reports and Dashboard and expected concurrency?	This need to be Bank Wide Application (100 Concurrent Users)
		Q5: Does EXIM Bank have any current solution for ADF from EXIM Bank to RBI or Bidder needs to propose a solution for EXIM Bank to RBI ADF flow?	Bidder needs to propose a solution for EXIM Bank to RBI ADF flow.
73	Page 31-Data Archival	Q1: Is there a process and guideline available for Data Backup - daily, weekly, monthly & annual?	Yes (Application Specific)
		Q2: Is there an archival retention policy available, and if so, what is the retention period for EXIM Bank?	Retention Policy is not there however it will be driven by business requirement.
74	Page 31- Training & Knowledge Transfer	Q1: Please confirm the location of training centers of EXIM Bank?	EXIM Bank Head Office, Mumbai
		Q2. Number of batches to be trained	Batch of 35-40 based on availability of Trainer / Officers.
		Q3. Is Bank open to online training considering current situation?	Yes. Hybrid Training is desirable

75	Data Migration	Q1: What is one time load for migration?	No migration required as this is first time implementation.
		Q2: Can we have approximate number of tables and columns? And volumes of data for the source systems that are part of data migration?	Existing data source need to be mapped.
		Q3: What is the data volume in terms of Record count, # of Tables, Size (GBs/TBs) in terms of one-time migration and incremental data load?	No Migration required from one system to other system as this is fresh implementation.
76	Page 20 - Provide onsite managed services for system administration, data base management, application development by providing adequate resources that are qualified and experienced.	a) Number of resources for each type	Initially it will start with 1 resource responsible for development and administration.
		b) Location of resource	Mumbai (Hybrid Environment permissible based on business requirement)
		c) Working hours	Standard working hour 9:30 AM to 6:00 PM

			EXIM Working Day Policy applicable with 15 Paid Leave
77	Page 33- Analytical Requirements	Q1: Please let us know the number of Analytics use cases / that you would like us to build as part of the project OR share the list of problem statements that client wants to solve using analytics.	Initial development will start with use cases
78	Page 47- Eligibility Criteria of the Bidder	<p>Description: The Bidder must have experience in providing Data Management, Analytics and Business Intelligence Solution to at least 3 BFSI/PSUs/Govt organizations in India during last five years. Details of customers and copy of work order to be provided.</p> <p>Q1: Please provide the relaxation to showcase BFSI/PSUs/Govt organizations experience Globally as per eligibility criteria?</p>	Revisit Tender Document
79	General	Q1: Please share the existing technology landscape and current IT architecture for the Client?	Already shared in RFP Document
		Q2: How many users are anticipated to use this platform and expected concurrency?	100 Concurrency

		Q3: Please confirm the timelines to execute DMABI Project?	Initial setup in 16 Week after release of PO (Purchase Order)
		Q4: As per the statement since Power BI is already chosen as the tool of choice, please provide answers to the following a. Will the existing licensed be utilized for DMABI solution? If so, how many licenses are planned to be used for DMABI solution? b. SI Vendor need not provide license cost for DMABI solution. Please confirm? c. What is the total number of existing users using Power BI, what is the expected growth of the User base?	We intended to use existing investment to reduce overall cost.
80	Page 47/ Annexure 5 Clause 2	The respondent should be in business of providing Data Management, Analytics and Business Intelligence Solution for at least eight years as on the date of this tender. Order copies to be submitted as documentary proof.	No Change. Exception may be submitted.
81	Page 47/ Annexure 5 Clause 3	The Bidder must have experience in providing Data Management, Analytics and Business Intelligence Solution to at least 3 BFSI/PSUs/Govt organizations in India during last five years. Details of	No Change

		customers and copy of work order to be provided.	
82	Page 47/ Annexure 5 Clause 5	Should have a minimum of 30% manpower resources with 2 or more years' experience in Data Management, Analytics and Business Intelligence Solution services and these resources should be in the payroll of bidder and located in India.	No Change
83	Page 48/ Annexure 5 Clause 11	Customer satisfaction certificate (BFSI/PSUs/Govt organizations)	No Change

Annexure – II
General Questionnaire

Sr No	Category	Question	Response
1	General	What is the overall business driver for MDM solution? Example – Optimizing and automating data management processes.	Intranet (SharePoint) and CBS System (Finacle) is the major ecosystem, and all other application are customized/developed around that.
		How is master data currently managed? Any existing MDM solution?	Currently Master Data managed using SharePoint/CBS System /AD. Currently No MDM solution is there.
		What style of MDM architecture you are looking for - consolidation / coexistence / central(authoring) / Registry?	MDM architecture will be Group wise however data will reside in central repository.
		Do you have anticipated data volumes per master domain under scope? Also provide daily/weekly/monthly data load volumes for each domain if available.	No data volumes. Yearly growth is around 200 GB Daily can be threshold approx. 500 MB.

		Are integration requirements also part of this RFP (and thus part of estimate?)	Yes, integration requirement is part of this RFP.
		What are the anticipated MDM transactions like new case introduction, workflows, validations etc.	Based on business requirement introduction of new workflow and validation introduced.
		Any requirement for multiple languages / character sets / script systems?	Bilingual Report (Hindi/English) preferred in all reports.
2	Master Data Domains	What are the different master data domains that are in scope and business meaning of each data domain? (i.e., what each one of these domains means in your business context - Borrower, Product, agency (supervised entity), region, activity, fund, and special projects. These could be person, organizations, products, locations, address etc.	All master data present in CBS and Intranet will be in scope of master data.
		For each of the data domains please provide approximate no. of sub domains. Example: Corporate customer, retail customer etc.	On-Prem Domain – EXIMBANK.COM Corporate domain-eximbankindia.in Maximum 10 additional domain will be there with small application.

3	Source Systems/ inbound	For each of master data domain - How many source systems are in scope for inbound data processing for the MDM?	Source System will be taken from SDK (Refinitive /Bloomberg) API (Save Risk/DNB), Oracle Database and SQL Server.
4	Target Systems/ Outbound	For each of master data domain - How many target systems are in scope for outbound data publish from the MDM?	Report /Dashboard will be published on SharePoint platform /Power BI. API exposure is required for tightly coupled integration.
5	Data Quality	Is Source data profiling and data quality assessment also under scope	Yes
		Is there a need to cleanse/standardize data using 3rd party / external agency	No data will standardize locally
		Is there data duplication problem within/across source systems?	Yes, data duplication issue is there. Need to work on data consistency and normalization.
		Approx. number of business rules/validations for master data elements	Requirement will drive based on Agile Methodology

6	Data Governance	What is the data governance requirements? Number of different workflow process needed / number of approval steps within each workflow process needed driven by business requirement.	Workflow and Approval process will be Group Specific. Inter/Intra Group workflow/approval may be applicable. Business will be driven by business need.
		Any other security/compliance requirements	Information Security Policy, Information Technology Policy, RBI Guidelines, Risk Management Policy, Country and State policy based on location
7	Hierarchy Management	What is Hierarchy management requirements for each Group	<p>A. Desk Officer -> Level 1-> Level 2-> Group Head ->Management</p> <p>B. Management referred to DMD and MD. 2 DMD and 1 MD (Any Combination will be applicable)</p> <p>C. Board of Directors</p>
		Employee Type in EXIM	<p>A. Internal</p> <ul style="list-style-type: none"> • Contractual • Permanent • Subsidiary <p>B. External</p> <ul style="list-style-type: none"> • Vendor with Hierarchy

Annexure – III
Project Timeline and Commercials Calculation sheet

Project Timeline:

Software Implementation	Resource Deployment	AMC (Annual Maintenances cost)
Within 16 weeks of giving Purchase Order	After UAT Sign Off Software Implementation	After Production Sign Off of Software Implementation

Commercial Calculations

Table 1: (Paid by EXIM)

Columns	Itinerary	Frequency	Cost
A	Software Implementation Cost	On Time	
B	1 L2 Resource Deployment Cost	Monthly	
C	Annual AMC Cost	Yearly	
D	Total		A + B + C

Table 2: (Procured By EXIM)

Columns	Itinerary	License Type (On Time/Recurring)	Cost
A			
B			
C			
D			A + B + C

Annexure – IV

BANK GUARANTEE FOR EMD

(To be stamped in accordance with Stamp Act)
The non-judicial stamp paper should be in the name of issuing Bank

Ref..... Bank Guarantee No..... Date.....

To
Export-Import Bank of India,
Floor No.21, World Trade Centre Complex, Cuffe Parade, Mumbai-400025

Dear Sirs,

1. In accordance with Invitation to Bid under your Specification No..... M/s..... having its Registered/Head Office at..... (here in after called the 'Bidder') wish to participate in the said Bid or..... and you, as a special favour have agreed to accept an irrevocable and unconditional Bank Guarantee for an amount of..... valid up to on behalf of Bidder in lieu of the Bid deposit required to be made by the Bidder, as a condition precedent for participation in the said Bid.
2. We, the Bank at (Local address) having our Head office at guarantee and undertake to pay immediately on demand by Export-Import Bank of India, the amount of (In words & figures) without any reservation, protest, demur and recourse. Any such demand made by said 'Owner' shall be conclusive and binding on us irrespective of any dispute or difference raised by the Bidder.
3. This guarantee will not be discharged due to the change in the constitution of the Bank or the Supplier(s)/Service Provider(s).
4. Notwithstanding anything contained hereinabove:
(1) Our liability under this guarantee is restricted to (In words & figures).

- (2) This Bank Guarantee will be valid up to; and
(3) We are liable to pay the guaranteed amount or any part thereof under this Bank Guarantee only upon service of a written claim or demand by you on or before

In witness whereof the Bank, through its authorized officer, has set its hand and stamp on this..... day of.....20.....at.....

WITNESS

.....
(Signature)
.....
(Name)
.....

.....
(Signature)
.....
(Name)
.....

(Official Address)
with Bank Stamp)
Attorney as per Power of Attorney No.....

(Designation

Dated.....

Bank Details:

Bank- Axis Bank

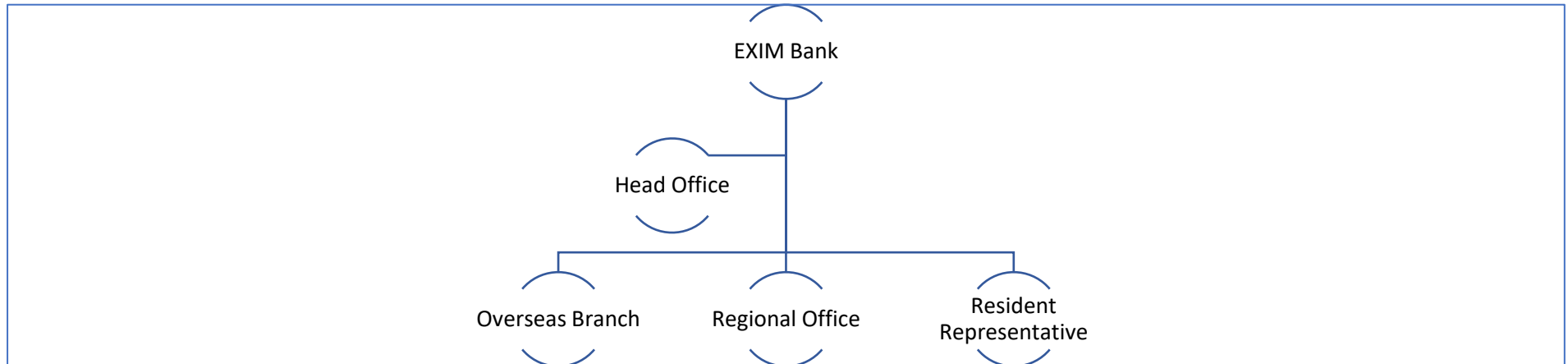
Bank A/c number- 447010200000268

IFSC - UTIB0000447

Branch Details- Cuffe Parade

Annexure – V
RFP Additional Data

1. EXIM Department and Offices



Overseas Branch
<ul style="list-style-type: none">•London Branch

Regional Office
<ul style="list-style-type: none">•Ahmedabad•Bangalore•Chandigarh•Chennai•Guwahti•Hyderabad•Kolkata•Mumbai•New Delhi

Resident Representative
<ul style="list-style-type: none">•Abidjan•Adis Ababa•Dhaka•Dubai•Johannesburg•Singapore•Washington•Yangon

Head Office			
Operating Group		Service Group	
	BC-NEIA		Admin
	Business Development		Corporate Communication
	Credit Appraisal		Compliance
	Grass Root Initiative		Information Technology
	Loan Administration		CVO
	Loan Monitoring		Raj Bhasha
	Lines of Credit		Human Resource Management
	Loan Operating		Internal Audit Group
	Market Advisory Services		Legal Group
	MD Office		Knowledge Centre
	DMD Office		Management Information System
	Stressed Asset		Research and Analysis Group
	Sustainable Enterprise and Export Development		Risk Management
	Special Situations		Special Projects
	Government Affairs Cell		Treasury and Accounts

2. Input Data Source (Phase 1)

Data Type	Technology	Data Source
Financial External Data	SDK Based API	Refinitiv Bloomberg
External Company/Risk Data	Rest API	Save Risk DNB CRISIL
EXIM Specific Data	Oracle Database	Core and Treasury Solution
EXIM Specific Data	SharePoint REST /Graph API	Intranet
EXIM Specific Data	AD (Azure/On Prem)	Standard Active Directory
EXIM Specific Data	Sql/Oracle Database	Other Applications

3. Phase of Implementation

Phases	Data Type	Data Source
Phase 1	Structured Data	Refer Input Data Source
Phase 2	Semi-Structured and Unstructured Data	Will be shared after Phase 1
Phase 3	Data Lake	Will be shared after Phase 2