

S. No.	Agency Name	EOI Document Reference(s) (Clause no.)	EOI Reference Page Number(s)	Content of EOI requiring clarification (s)	Agency's Query/ Comment(s)	STPI's Clarification/ Response issued on 30.08.2022	Agency's further query/ Comment(s)	STPI's Clarification/ Response issued
1	CloudStrats Technologies Private Limited	7 Eligibility Criteria (iii)	21	The agency must have an average annual revenue from operations of not less than Rs 100 crore for the last three consecutive financial years from the Data Centre/ Cloud-related services as of 31.03.2022.	We request you to please give us relaxation under MSME/NSIC/Start-up by DIPP	The request has been considered by STPI however in view of the project requirement the same is not acceded to.	To give relaxation under MSME/NSIC/Start-up by DIPP and consider turnover upto 30 crore for the last three year	The request has been considered by STPI however in view of the project requirement the same is not acceded to.
2		7 Eligibility Criteria (iv)	21	a. The agency should have a minimum annual average revenue of Rs. 10 crores from "Similar Work" only, in the last three financial years for which the agency's accounts have been audited. b. The agency must have executed "Similar Work" in the last 3 years as of 31.03.2022 for at least: Two (2) government / semi-government organizations of Center / State in India OR Two (2) reputed large-scale private organizations each have an Annual Turnover of more than Rs. 100 Crore of last two financial years. Similar work means: Setting up Public/hybrid/private cloud for a customer OR Providing Implementation/support services for proposed IaaS, PaaS, and SaaS cloud services including application migration activities. Note: Sales of Cloud software licenses not sold as part of any system integration project shall not be considered in the Annual Turnover.	We request you to please give us relaxation under MSME/NSIC/Start-up by DIPP	The request has been considered by STPI however in view of the project requirement the same is not acceded to.	To give relaxation under MSME/NSIC/Start-up by DIPP for work experience	The request has been considered by STPI however in view of the project requirement the same is not acceded to.
3		Clause 7:Eligibility Criteria,SI ii	21	The Net worth of the Agency as of the end of the latest financial year (i.e., FY 2021-22) should be positive	Kindly consider Parent / group / associate company credentials also. Request to amend clause as follows: The Agency/Agency's Parent / Group / Associate Company shall have positive Net worth in any one year of the last three financial years including FY 21-22. For FY 21-22, unaudited financials duly certified by a CA shall be acceptable	Refer amendment attached as Annexure-A.	For the Eligibility Criteria Clauses where Group company credentials are allowed, it is assumed that that the Group Companies also covers Group Associate companies as well .	Refer amendment attached as Annexure-B.

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4	Yotta Infrastructure Solutions LLP	Clause 7:Eligibility Criteria,SI iii	21	The agency must have an average annual revenue from operations of not less than Rs 100 crore for the last three consecutive financial years from the Data Centre/Cloud- related services as of 31.03.2022.	Kindly consider Parent / group / associate company credentials along with considering companies working in ICT sector doing similar work. Request to amend clause as follows: "Average Annual turnover of the Agency/Agency's Parent / group / associate company from ICT / ICTeS / Data Centre Build or Operate/Cloud Services from last 3 financial years should be at-least INR 100 crores.	Refer amendment attached as Annexure-A.	Since the EoI is for FOR SETTING-UP AND MANAGING GOVERNMENT COMMUNITY CLOUD (GCC) & HYBRID CLOUD and for rolling out of services like cloud, managed IT services etc. It is assumed that the Average revenue will be considered from Establishment of Data Centre/Colocation Services/Cloud related Services/Managed IT services etc.	Refer amendment attached as Annexure-B.
5		7 Eligibility Criteria	22	VIII. Cloud Service Provider or its authorised partner (Agency) should have an operational public cloud/private cloud/managed services, with a self-service portal, with at least 50 cloud customers and at least INR 50 crores annual billing from these services. Agency should have 24x7x365 NOC/SOC operations.	VIII. Cloud Service Provider or its authorised partner (Agency or its subsidiaries and group companies) should have an operational public cloud/private cloud/managed services, with a self-service portal, with at least 50 cloud customers and at least INR 50 crores annual billing from these services. Agency or its subsidiaries or group companies should have 24x7x365 NOC/SOC operations.	Refer amendment attached as Annexure-A.	It will not be able to provide 50 customer names, contact person, address and email address as we have signed NDA clause with the customer hence we can only provide self-certification on company letterhead duly stamped and signed.	Refer amendment attached as Annexure-B.

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6	Larsen & Toubro Limited	7 Eligibility Criteria (iv)	21	<p>a. The agency should have a minimum annual average revenue of Rs. 10 crores from "Similar Work" only, in the last three financial years for which the agency's accounts have been audited.</p> <p>b. The agency must have executed "Similar Work" in the last 3 years as of 31.03.2022 for at least: Two (2) government / semi-government organizations of Center / State in India</p> <p>OR</p> <p>Two (2) reputed large-scale private organizations each have an Annual Turnover of more than Rs. 100 Crore of last two financial years.</p> <p>Similar work means:</p> <p>Setting up Public/hybrid/private cloud for a customer</p> <p>OR</p> <p>Providing Implementation/support services for proposed IaaS, PaaS, and SaaS cloud services including application migration activities.</p> <p>Note: Sales of Cloud software licenses not sold as part of any system integration project shall not be considered in the Annual Turnover.</p>			To consider self-certification by authorized signatory on company letterhead duly stamped and signed.	Refer amendment attached as Annexure-B.

Annexure-B

Eligibility Criteria

Sl. No.	Criteria	Documents Required
i.	The agency should be registered under the Companies Act, 1956 or 2013 or LLP firm/ Partnership firm under Partnership Act 1932 and should be in operation for at least 5 years as of 31.03.2022.	Copy of i. Certificate of incorporation ii. GST registration certificate iii. PAN
ii.	<p>The Net worth of the agency as of the end of the latest financial year (i.e., FY 2021-22) should be positive.</p> <p>Note: The net worth of the agency's parent company OR the collective net-worth of the agency's <u>group*</u> companies shall also be considered for meeting this criterion.</p>	Chartered Accountant (CA) Certificate with CA's Registration Number and Seal
iii.	<p>The agency must have an average revenue from operations of not less than Rs 100 crore for the last three consecutive financial years (2019-20, 2020-21 and 2021-22) shall be more than Rs. 100 crores from the Data Centre Establishment/Data Centre Colocation/Cloud-related services/Managed IT Services as of 31.03.2022.</p> <p>Note: Revenue of the <u>group*</u> companies shall also be considered for meeting this criterion.</p>	Copy of audited Profit and Loss Account, Balance Sheet, Income Tax Returns of the last three financial years and Certificate from statutory auditor/CA quantifying the average revenue from the Data Centre Establishment/Data Centre Colocation/Cloud-related services/Managed IT Services.
iv.	<p>The agency should have a minimum average revenue of Rs. 10 crores from "Similar Work" only, in the last three financial years for which the agency's accounts have been audited.</p> <p>The "Similar Work" must have been executed by the agency in the last 3 years as of 31.03.2022 for at least: Two (2) government / semi-government organizations of Center / State in India OR Two (2) reputed large-scale private organizations each have an Annual Turnover of more than Rs. 100 Crore of last two financial years.</p> <p>Similar work means: Setting up Public/hybrid/private cloud for a customer OR Providing Implementation/support services for proposed IaaS, PaaS, and SaaS cloud services including application migration activities.</p>	<p>Copy of work orders along with completion certificate (for successful implementation) from the Client.</p> <p>In case agency is not able to share the above documents due to NDA signed with the customer, a certificate from the CA specifying minimum average revenue of Rs. 10 crores from "Similar Work" in the last three financial years may be provided.</p> <p style="text-align: center;">OR</p> <p>In case of work is done for itself or group/group associate companies (meeting the requisite criteria), a self-</p>

	Note: Experience of the <u>group</u> * companies shall also be considered for meeting this criterion.	certification by the authorized signatory duly signed and stamped on the company letterhead along with the relevant documents can be considered.
v.	Cloud Service Provider or its authorized partner (Agency) must have at least 100 employees working in the cloud operations/managed IT services. Out of which at least 10+ certified resources on the proposed cloud platform at the time of EoI submission.	Certificate from statutory auditor/ Signing Authority (HR head)
vi.	Cloud Service Provider or its authorized partner (Agency) must possess the following valid Certifications at the time of EoI submission: A. ISO 9001:2015 (QMS) B. ISO 20000 (ITSM) C. ISO 27001 (ISMS) D. ISO 27017 E. ISO 27018	Copy of valid Certificate
vii.	The agency should: - a) not be insolvent, in receivership, bankrupt or being wound up, not have its affairs administered by a court or a judicial officer, not have its business activities suspended and must not be the subject of legal proceedings for any of the foregoing reasons. b) The organization should have been debarred and/ or blacklisted by any organization of GoI/Central PSU/ State Gov. Entities as on the bid submission date. c) not have, and their directors and officers do not have, been convicted of any criminal offence related to their professional conduct or the making of false statements or misrepresentations as to their qualifications to enter a procurement contract within three years preceding the commencement of the procurement process, or not have been otherwise disqualified pursuant to debarment proceedings	Self-certification by the authorized signatory duly signed and stamped on the company letterhead
viii.	Cloud Service Provider or its authorized partner (Agency) should have an operational public cloud/private cloud/managed IT services, with a self-service portal, with at least 50 cloud customers and at least INR 50 crores annual billing from these services. Agency should have 24x7x365 NOC/SOC operations.	Self-Certification by the authorized signatory duly signed and stamped on the company letterhead w.r.t 50 cloud customers and a certificate from the CA specifying at least INR 50 crores annual billing from the operations of public cloud/private cloud/managed IT services.
ix.	Cloud Service Provider or its authorized partner's (Agency) Data Centre should be STQC audited and	MeitY empanelment Certificate/Documentary

	MeitY empanelled and offer all services from India only as per GoI/ MeitY. Note: The agencies whose empanelment is under process in MeitY can also be considered. However, the agency shall get its Data Centre STQC audited and MeitY empanelled to get eligible for the subsequent RFP stage.	proof showing empanelment is under process in MeitY.
x.	Cloud Service Provider or its authorized partner (Agency) should be part of MeitY empanelled list with Data Centres in multiple availability zones/regions. Note: The agencies whose empanelment is under process in MeitY can also be considered. However, the agency shall get its Data Centres MeitY empanelled to get eligible for the subsequent RFP stage.	MeitY empanelment Certificate/Documentary proof showing empanelment is under process in MeitY.

*Note:

A group as defined in Accounting Standard (AS) 21.

OR

The companies whose majority shareholding is with the same common promoters#. In this case, the bidder needs to submit:

- CA certificate showing the common shareholding of the promoters in the bidder entity (agency) and all such entities whose credentials are being used by the bidder(agency).
- CA certificate certifying the total turnover and net worth of such entities.
- Audited books of accounts of the entities (with common promoter) whose credentials are being used by the bidder (agency).
- An undertaking by the promoter# of such common entities as per the attached format.

#Promotor(s) refers individual and his/her relatives**

**As defined under the provisions of the companies act 2013 and the rules notified there under).

Technical Evaluation

Evaluation of the bids shall be carried out to determine whether the agency(ies) is competent enough and whether the agency's proposal qualifies for the requirements set forth herein.

Bids received would be evaluated & assigned scores based on the parameters defined in the tables below:

Sl. No.	Criteria	Maximum Marks	Remarks								
I.	<p>Average revenue from operations for the last three consecutive financial years from the Data Centre Establishment/Data Centre Colocation/Cloud related services/ Managed IT Services as on 31.03.2022</p> <table><tr><td>> 500 Cr</td><td>20 marks</td></tr><tr><td>301Cr to 500 Cr</td><td>15 marks</td></tr><tr><td>100 Cr to 300 Cr</td><td>10 marks</td></tr><tr><td>< 100 Cr</td><td>0 marks</td></tr></table>	> 500 Cr	20 marks	301Cr to 500 Cr	15 marks	100 Cr to 300 Cr	10 marks	< 100 Cr	0 marks	20	Copy of audited profit and loss account and balance sheet of the last three financial years and Certificate from statutory auditor/CA quantifying the average annual revenue from Data Centre Establishment/ Data Centre Colocation/Cloud-related Services/ Managed IT Services.
> 500 Cr	20 marks										
301Cr to 500 Cr	15 marks										
100 Cr to 300 Cr	10 marks										
< 100 Cr	0 marks										
II.	<p>Agency experience aligned to the Scope of Work in implementing cloud services setting up operating and managing cloud operations</p> <table><tr><td>>10 years</td><td>20 marks</td></tr><tr><td>5 years to 10 years</td><td>15marks</td></tr><tr><td><5 years</td><td>10 marks</td></tr></table>	>10 years	20 marks	5 years to 10 years	15marks	<5 years	10 marks	20	<p>Indicate the agency experience (in years) aligned with the Scope of Work. Submit the documentary evidence such as work order, completion certificates, other supporting documents etc.</p> <p>Relevant work experience with Govt. department/organization shall be preferred.</p>		
>10 years	20 marks										
5 years to 10 years	15marks										
<5 years	10 marks										
III.	<p>Annual average revenue from “Similar Work” only, in the last three financial years for which the agency’s accounts have been audited</p> <table><tr><td>> 100 Cr</td><td>20 marks</td></tr><tr><td>50 Cr to 100 Cr</td><td>15 marks</td></tr><tr><td>10 Cr to 50 Cr</td><td>10 marks</td></tr><tr><td>< 10 Cr</td><td>0 marks</td></tr></table>	> 100 Cr	20 marks	50 Cr to 100 Cr	15 marks	10 Cr to 50 Cr	10 marks	< 10 Cr	0 marks	20	<p>Copy of work orders along with completion certificate (for successful implementation) from the Client</p> <p>In case the agency is not able to share the above documents due to NDA signed with the customer, a certificate from the CA specifying minimum average revenue of Rs. 10 crores from “Similar Work” in the last three financial years may be provided.</p> <p>OR</p> <p>In case of work is done for itself or group companies (meeting the requisite criteria), a self-</p>
> 100 Cr	20 marks										
50 Cr to 100 Cr	15 marks										
10 Cr to 50 Cr	10 marks										
< 10 Cr	0 marks										

			certification by the authorized signatory duly signed and stamped on the company letterhead along with the relevant documents can be considered.						
IV.	Agency should have an operational public cloud/private cloud/managed IT services, with a self-service portal, with at least 50 customers <table><tr><td>< 50</td><td>0 marks</td></tr><tr><td>50 to 100</td><td>5 marks</td></tr><tr><td>>100</td><td>10 marks</td></tr></table>	< 50	0 marks	50 to 100	5 marks	>100	10 marks	10	Submit relevant supporting documentary evidence
< 50	0 marks								
50 to 100	5 marks								
>100	10 marks								
V.	Full-time expert manpower (Cloud certified) aligned with the Scope of Work <table><tr><td><10</td><td>0 marks</td></tr><tr><td>10 to 20</td><td>5 marks</td></tr><tr><td>>20</td><td>10 marks</td></tr></table>	<10	0 marks	10 to 20	5 marks	>20	10 marks	10	Submit relevant supporting documentary evidence
<10	0 marks								
10 to 20	5 marks								
>20	10 marks								
VI.	EOI response document and Presentation								
	a) Business Model:	40	(30 minutes shall be allotted to each agency for the presentation which has to be crisp & precise. Marks shall be awarded purely based on content & quality of presentation.)						
	• Proposed Business Model for GCC and Hybrid cloud	15							
	• Effective Utilization Plan for STPI's Colocation Infrastructure across Tier-II/Tier-III cities for providing edge data centre/cloud services	15							
	• Projected Revenue streams • Targeted Market Segment • Marketing Plan for running the setup • Projected Revenue for 10 years	10							
	b) Proposed Technical Solution: • Approach & Methodology highlighting the complete cycle of building and running cloud setup • Technical /Business challenges anticipated • Service Delivery Model • Design Architecture and Layout of Datacenter and Server Farm Area for hybrid cloud • Scalability plan • Quality Assurance Plan &	10							

	Methodology		
	c) Agency's experience in setting up, operating and managing cloud operations: <ul style="list-style-type: none"> • Experience in setting up hybrid cloud, GCC cloud and private cloud • Experience in providing system Integration for hybrid cloud • Experience in application migration for cloud services • Experience in managing customer churns • Team proposed for commissioning & maintenance of hybrid cloud and for marketing & Selling services of cloud 	10	
	d) Operation and Support Methodology <ul style="list-style-type: none"> • NOC & SOC details • SLA monitoring • Helpdesk Support 	10	
	TOTAL	150	

To clear technical evaluation, an agency must obtain a minimum of 70% marks (i.e., 105 marks out of a total of 150 marks as per the table above).

Format of undertaking from promotor(s)

To

CAO-cum-Registrar,
Software Technology Parks of India (STPI),
1st Floor, Plate B, Office Block - 1,
East Kidwai Nagar, New Delhi – 110023

Ref: EOI reference no.

Dear Sir,

I/We (Name and address of the promotor(s)) having majority shareholding in M/s(name and address of the agency) do hereby authorize M/s..... <agency name > to participate and submit a bid/response against the EOI as referred above.

I/We (Name and address of the promotor(s)) do hereby undertake to guarantee any shortfall of performance by < agency name > in the successful delivery of services and abide by all terms and conditions of this EOI as defined for the agency.

Yours faithfully,

Sign of the Promotor(s)

Name(s) of the promotor(s)

Date: