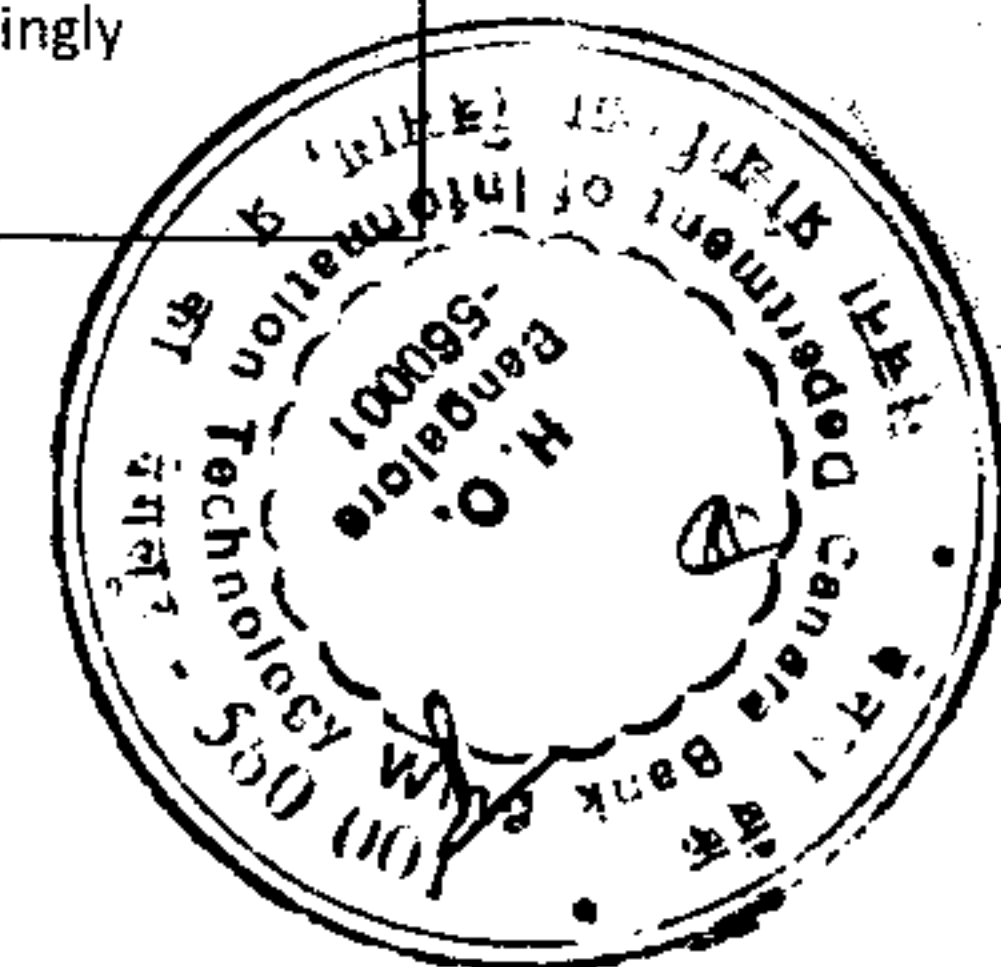


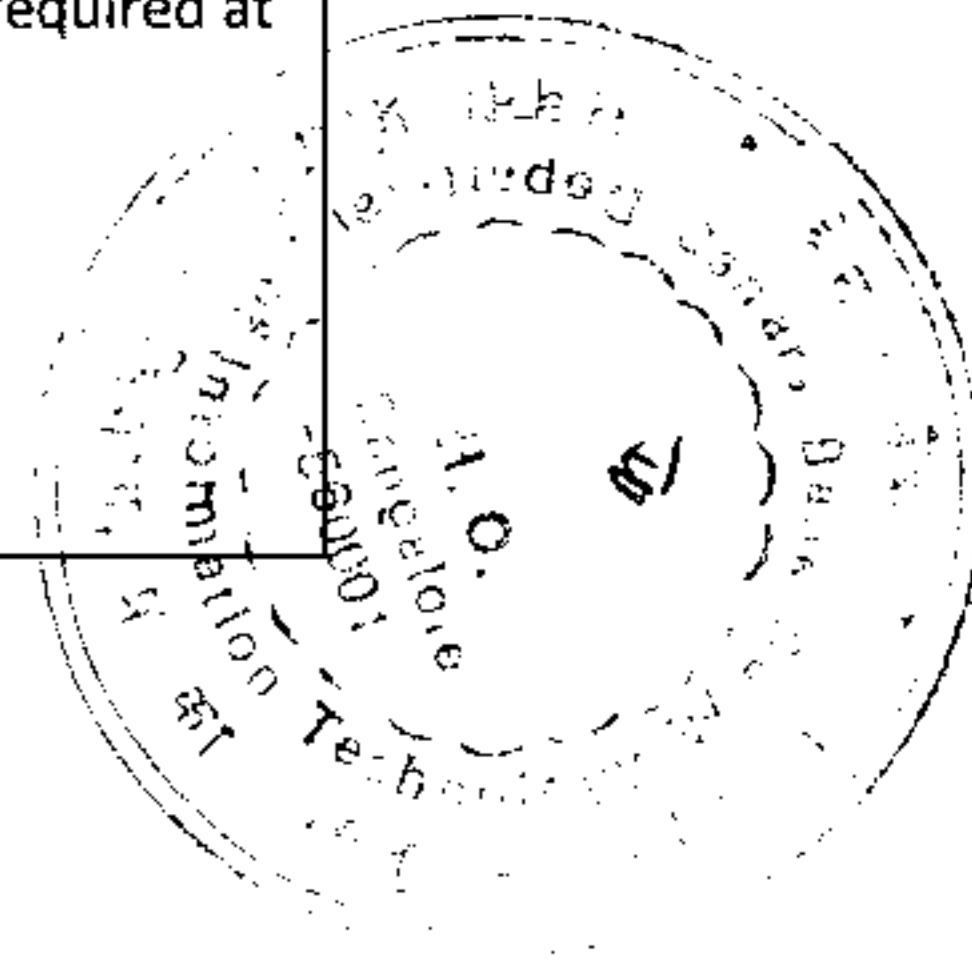
**Reply to Pre Bid queries submitted by the bidders for RFP SCM 11/2011-12 dated 04.07.11 for Financial Supply Chain Management Solution**

Sr. No	Page No. of RFP	RFP Clause No.	Bank's Requirements as per RFP	Query raised by the Bidder	Bank's Reply
1	28	Clause 2.12: of ESCROW.	SOURCE CODE & ESCROW	The cost of ESCROW is to be borne by the bank. Further, it is to be made clear that in the event of release of source code to Bank, the Bank cannot use the source code for any commercial purpose or for the benefit of any third party. The source code will be only used by the Bank for its internal purpose for which it is licensed.	The vendor to comply with the RFP requirements
2	32	Annexure I clause 1.03	System should be capable of handling vendor financing as well as Distributor-Dealer financing by way of Purchase Orders (PO), Invoice and Bill discounting.	In the Distributor-dealer financing, should there be provision to record vehicle details against invoices. Kindly confirm.	Provision should be there to record the relevant details of the merchandise against the invoices
3	32	Annexure I clause 1.04	Provision "Electronic Invoice Presentment and Payment" without financing option. In case of only EIPP, no discounting possible. Still payment information can be routed through the portal.	Request to Kindly elaborate on this functionality.	Provision to handle collection bills should also be available in the portal. Once the client opts for financing .either through STP and/or manual, the discounting process will be done accordingly



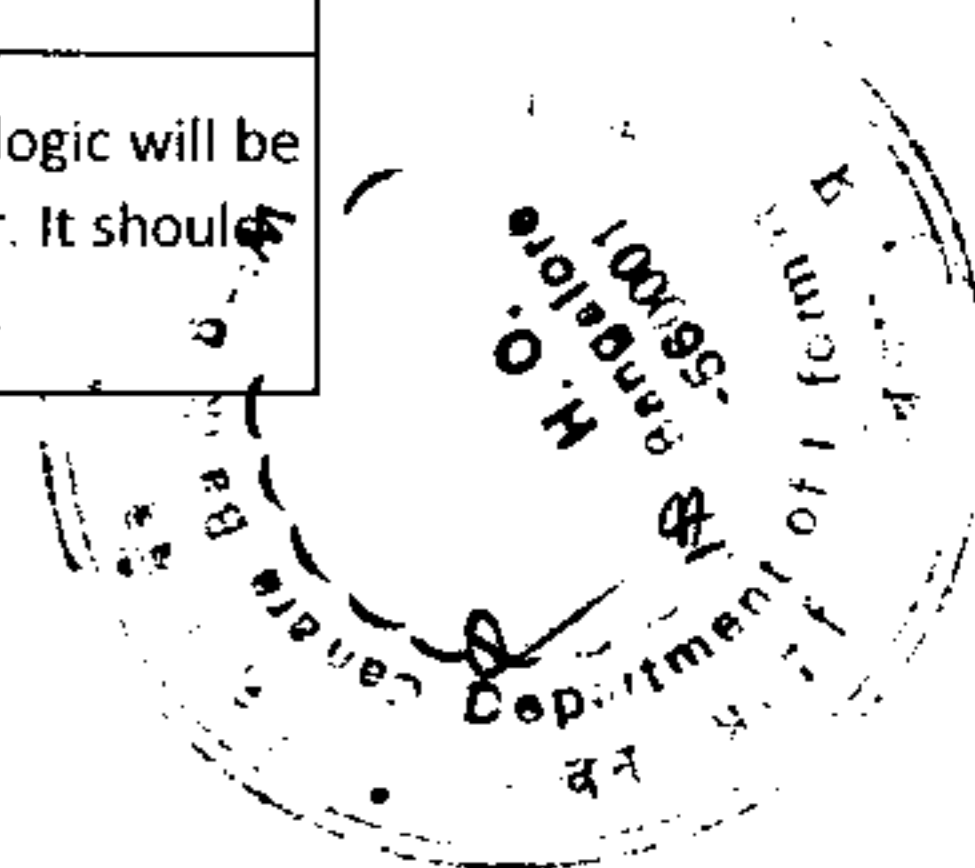
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4	32	Annexure I clause 1.14	Provision to configure file upload functionality for upload of Purchase order data, Manual creation of Purchase order data and optionally receive Purchase Order data automatically from Corporate's ERP	Will there be a pre-defined acceptable formats shared across all corporate or will the vendor's template file be shared across all vendors. Please clarify.	Both are required.
5	33	Annexure I clause 1.18	System should auto accept the invoice only after validating with the invoice number, date, amount and filename. Similar validation for Purchase order should also be present.	The invoices can be either inputted or uploaded in the system. Please confirm what the invoice number etc should be validated against before acceptance?	The vendor has to comply with the RFP terms
6	33	Annexure I clause 1.19	Provision to enable functionality for sellers to create invoices automatically from the purchase order advice.	Invoices to be created automatically from purchase order . In this case, does the system need to check with inventory/Stock maintained? Also does the corporate need an option to partially accept PO depending on stock available.	No. The details of PO should be populated and the seller may modify and accept.
7	33	Annexure I clause 1.24	In case of STP in discounting process, system will check the limits and as per margin requirements will calculate the financing amount, deduct the interest and hand over the transaction to payment system for disbursement.	Will there be an algorithm shared with the vendor to identify on which corporate accounts will be handled in the STP fashion and which corporates accounts will be handled manually by the bank?	Provision to parameterise STP required at the Bank level.



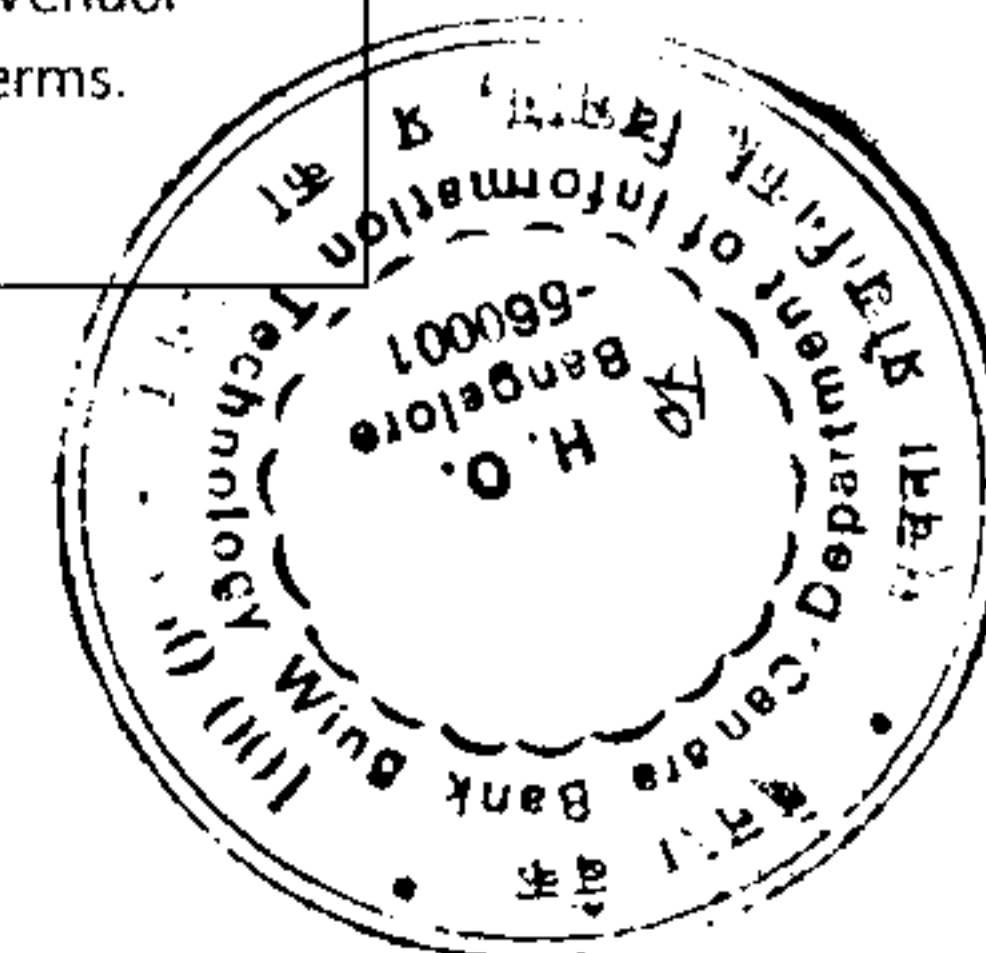
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8	34	Annexure I clause 1.36	Real time message validation during input at all levels	Please explain on what is meant by 'message validation'.	Realtime validation of input at every field
9	34	Annexure I clause 1.44	Direct credit of Invoice Amount if not discounted with Bank.	Please elaborate on the requirement.	If the supplier raises the Invoice on our customer through the Portal and if the Buyer accepts the same, provision should be there to debit the invoice amount and credit the sellers account.
10	34	Annexure I clause 1.45	Auto realization on due date	Is this related to PDC Management with the application, please clarify	The system should check availability of funds on the due date and auto realisation should happen on the due date based on parameterisation.
11	35	Annexure I clause 2.01	Pricing of product based on: a) Benchmark rate b) Customer Grade Rate c) Min and Max Rate per product	Should the parameters for cross referring be validated with an external system or within parameter set in the application, kindly confirm.	Within the parameters set in the application
12	37	Annexure I clause 3.05	Provision to call external procedure before and after processing the file.	a) Request to kindly elaborate on what external procedures are being referred. b) Please explain on what external procedure is to be called and what function is to be performed by the external procedure.	This upload facility should have capability to check external procedure within the ambit of FSCM, if required
13	37	Annexure I clause 3.07	File upload activity to have encryption / decryption logic	What is the scope of encryption and decryption activity	The encryption and decryption logic will be shared with the Selected Bidder. It should be as per the industry standard.



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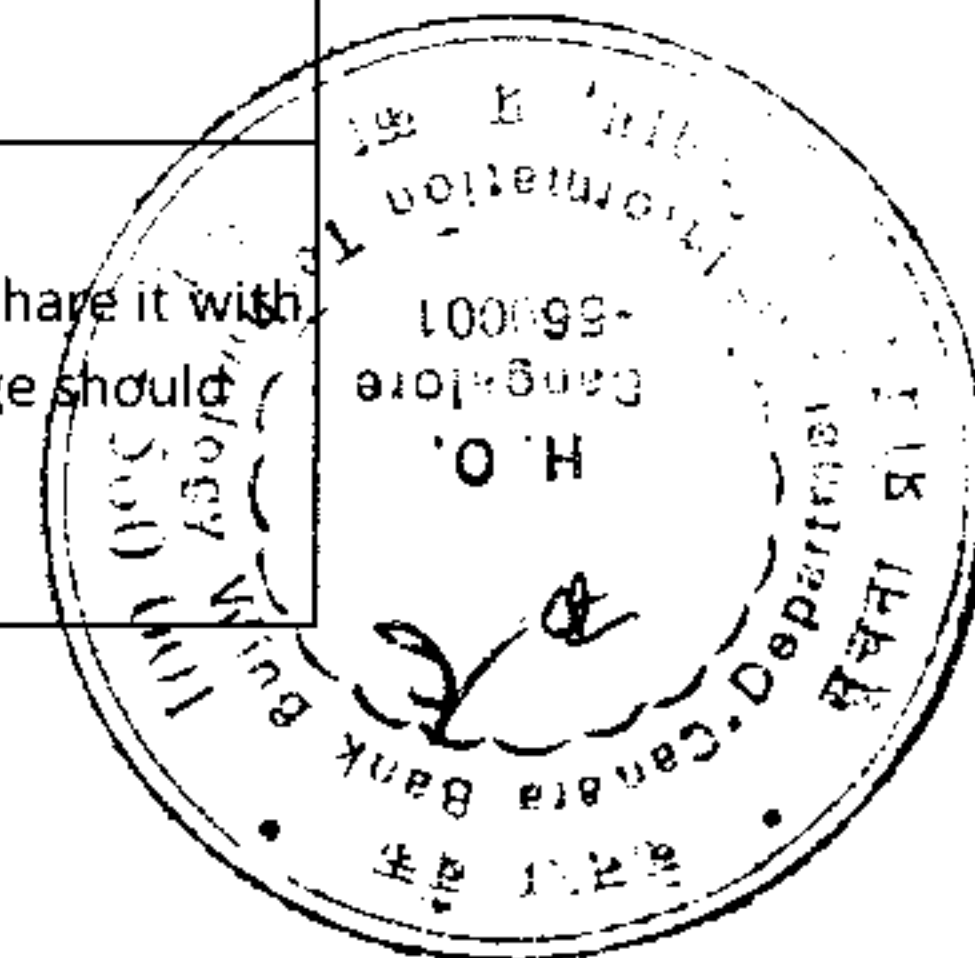
Sr. No	Page No. of RFP	RFP Clause No.	Bank's Requirements as per RFP	Query raised by the Bidder	Bank's Reply
14	37	Annexure I clause 3.11	Files names should not be fixed in specific format. Provision for specifying a file format to be given.	Files names should not be fixed in specific format. Provision for specifying a file format to be given. If file names are specified by a parameter, does the bank expect any validations on them and what type ?	Yes
15	39	Annexure I clause 5.11	Corporate can also export their results into a variety of other software and office productivity tools, and also design new custom reports by precisely selecting the data they want to display.	Corporate can also export their results into a variety of other software and office productivity tools, and also design new custom reports by precisely selecting the data they want to display. Is this for the purpose of upload into corporate's application or something additional required ?	The Vendor's MIS reports generated through the SCF Portal should be available for the Corporates to upload in their application to generate the reports they like. It should be as per common Industry standard.
16	40	Annexure I clause 5.15	Enable Seller to view his account for updated position in terms of availability of funds for further drawdown, the debtors' status (for collections, past dues invoices, etc), inquire on specific invoice, ineligible debts, account outstandings, payment related details	Our understanding of the scope of this application is to primarily support Supplier Chain Financing, which is more financing the seller's creditors. Kindly clarify 'debtor' so that we can fully satisfy the scope as required.	The vendor should comply with the RFP terms
17	40	Annexure I clause 5.18	Exception reports	Will the scope of handling exceptions reports shared with us?	The software should provide adequate and sufficient exception reports
18	40	Annexure I clause 6.02	Support bilingual capability for screen display and reports.	Bilingual capabilities: What language Bank expecting to support ? Also Bank expecting each labels to be shown in 2 languages ? Is the Bilingual support only for Label ?	Hindi and English languages are expected. Software should be bilingual. Vendor should comply with the RFP terms.



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19	40	Annexure I clause 6.05	To allow for a quick save without all the controls to be performed. When deciding to submit the form to the next level of signature or directly to the bank (depending on the level of authorisation in the user's profile), the mandatory fields are checked.	Please elaborate on the requirement.	This facility is also required wherein the system should allow entry at the user level and all the mandatory fields should be checked only at the time of authorization
20	40	Annexure I clause 6.08	Calender function for customer and suppliers to remind them of follow up action needed	Is the Calander function where customer wants to set the reminders or need a alert screen reminding the important followups generatated by system.	Besides setting up reminders, the application should have the capability to pop-up alerts reminding the important follow-ups generated by the system.
21	41	Annexure I Clause Interface Section Points 8.01 to 8.05	. Integration with system for Payment processing.Integration with GL of Core Banking System. Integration with ERP system of Corporates. Integration for Email and SMS alerts	Is the SCF front end (portal) to work along with Corporate Internet Banking application via single sign on ? If yes, does the User entitlements need to be same between SCF portal and Corporate Internet Banking application or the Bank admin user will create separate entitelemts for SCF in new system ?	No
22	41	Annexure I clause 8.01	Integration with Limits module for online limit validation in CBS	What is the middle ware used by the Bank to interface with Limits module? Limit system name, whether online or offline	The vendor has to comply with the RFP terms
23	41	Annexure I clause 8.02	Integration with system for Payment processing	What is the middle ware used by the Bank to interface with payment module? Payment system name, whether online or offline	The vendor has to comply with the RFP terms
24	41	Annexure I clause 8.03	Integration with GL of Core Banking System	What is the middle ware used by the bank to interface with Flex Cube ? whether online or offline ?	The vendor has to comply with the RFP terms
25	41	Annexure I clause 8.04	Integration with ERP system of Corporates	Is bank looking for host to host file based or online...with customer ERP?	Host to host file based.
26	42	Annexure I clause 9.03	Supports Digital Certificate and OTP for 2 <sup>nd</sup> Factor Authentication	Is the digital certificate and 2 factor authentication software also to be quoted by vendor? If no, can the bank pls specify the software it plans to use for the purpose of Interface effort estimation	No. As regards to OTP, we will share it with the the selected vendor. Package should support Digital Certificates.



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27	42	Annexure I clause 9.08	Customer administration module should be separated from the customer functionality module. That is, customer users shall not have access to the administration module.	Will the bank provided administration module to customer?	No
28	42	Annexure I clause 9.1	Provide many level of authorization, such as authorization by amount, product type etc	Require more details on many type of authorization at amount, product type etc..	Levels of authorization based on hierarchy and amount
29	42	Annexure I clause 9.11	The application must provide audit trails/reports that are able to trail the following events: (a) reconstruct events that have happened (b) facilitate the identification of problems (c) security violations	More details is required, If possible some case examples	Audit trail history should be available
30	43	Annexure I clause 10.01	Request for Finance / Discounting should crystallise only with Bank Intervention. Manual Intervention at Branch required.	All the finances to be crystalised only after Bank Intervention. But in point no 1.22 mentions either STP or Manual intervention. Pls clarify	If set of parameters are satisfied, STP can be done so that direct credit can be made, otherwise manually the branch has to authorize the same
31	43	Annexure I clause 10.02	Corporate should initiate all loan related requests to the Bank.	All the finances to be crystalised only after Bank Intervention. But in point no 1.22 mentions either STP or Manual intervention. Pls clarify	The vendor to comply with the RFP requirements
32	43	Annexure I clause 10.0.3	Bank should have the option to Accept or Reject the finance request	All the finances to be crystalised only after Bank intervention. But in point no 1.22 mentions either STP or Manual intervention. Pls clarify	Both are required and they should be parameterised.
33	44	Annexure II	The selected Bidder during the hardware sizing should not recommend any obsolete platforms/ RDBMS version .	To ascertain the required hardware sizing following data volumes to be shared with Vendor . viz. (A) Present Transaction Volume (B) Indicative number of Concurrent Users (online portal - customers and bank back-office users) (C) Projected (On Y-O-Y Basis) Incremental Volume & Concurrent Users	The scope of this RFP is to provide required software necessary licenses and successfully implement the project within the stipulated time.For arriving at the hardware sizing based on transaction volume/concurrent users, etc. the same will be discussed with the selected Vendor.


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34	70	2.4.2.2. of Annexure F	The Selected Bidder is expected to provide for the requisite test and development infrastructure including hardware, operating system and database for all applications including any third party solutions being offered by the Selected Bidder.	Pls confirm if the bidder needs to quote for any 3rd party software for ex: Weblogic/Websphere etc	The Bidder has to provide the details for the hardware operating system and database for all applications including any third party solutions being offered by the Selected Bidder for testing purpose. The Bidder has to provide application software for testing.

Place: Bangalore

Date: 14.07.2011

  
 Deputy General Manager

