

**REQUEST FOR EXPRESSION OF INTEREST FOR
EMPANELMENT OF VENDORS FOR
"SUPPLY, INSTALLATION, IMPLEMENTATION, INTEGRATION AND
MAINTENANCE OF
FINANCIAL SUPPLY CHAIN MANAGEMENT SOLUTION"**

EOI REFERENCE NO. : EOI - 04/10-11

DATE OF EOI DOCUMENT : 29-MAR-2011
DATE OF PRE BID MEETING : 11-APR-2011 AT 3.00 PM

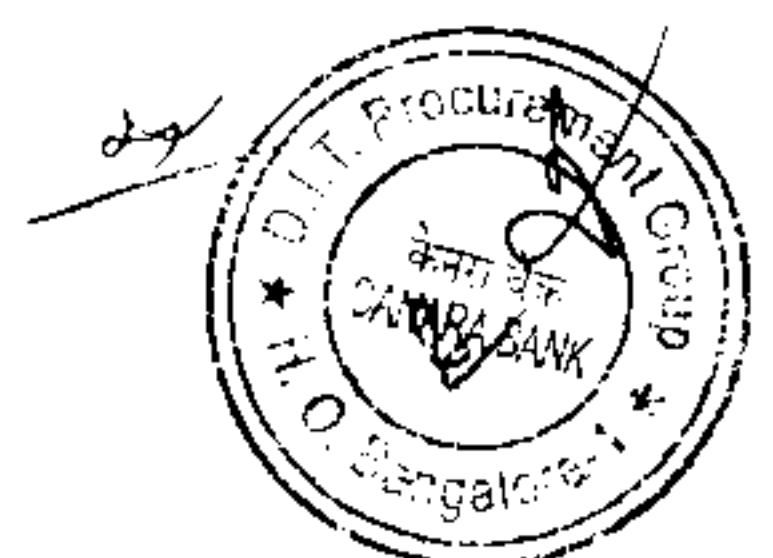
LAST DATE FOR SUBMISSION OF EOI : 28-APR-2011 UPTO 3.00PM
DATE OF OPENING OF EOI : 28-APR-2011 AT 3.30PM

NO. OF PAGES : 15

ISSUED BY : DEPUTY GENERAL MANAGER
CANARA BANK
ASSET PROCUREMENT & MANAGEMENT GROUP
DIT-WING, HEAD OFFICE
NAVEEN COMPLEX, 14, M G ROAD
BANGALORE 560 001

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(Senior Manager, Asset Procurement &
Management Group)

The cost of EOI document is Rs.5000/- This document can be downloaded from Bank's website www.canarabank.com/English/Scripts/EOI.aspx. In that event, the suppliers should pay the cost of the tender document by means of DD drawn on any scheduled Bank for Rs.5000/- in favour of Canara Bank, payable at Bangalore and enclose the same to EOI

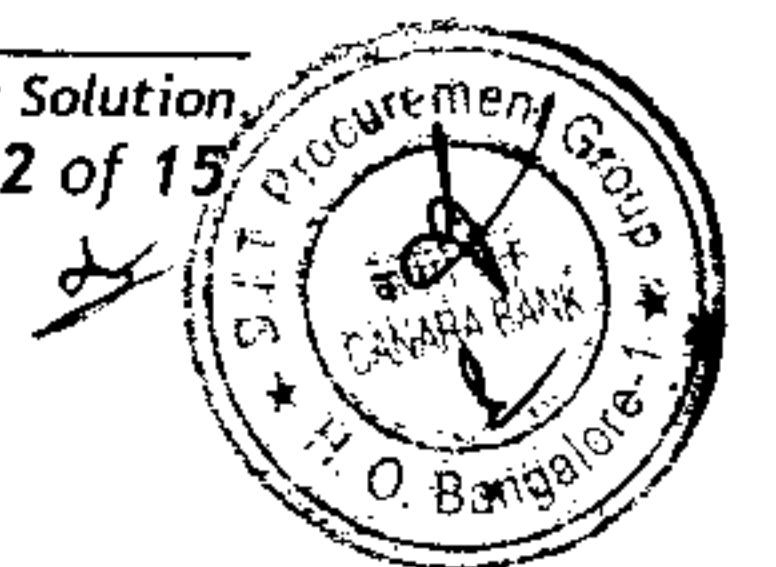


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CALENDER OF EVENTS

| Sr No | EVENT | DATE |
|-------|---------------------------|-----------------------------|
| 1 | Date Of Issue | 29.03.2011 |
| 2 | Date Of Pre Bid Meeting | 3.00PM, 11.04.2011 MONDAY |
| 3 | Date of Submission of EOI | 3.00PM, 28.04.2011 THURSDAY |
| 4 | Date of Opening of EOI | 3.30PM, 28.04.2011 THURSDAY |



REQUEST FOR EXPRESSION OF INTEREST FOR EMPANELMENT FROM ELIGIBLE VENDORS FOR SUPPLY, INSTALLATION, IMPLEMENTATION, INTEGRATION AND MAINTENANCE OF FINANCIAL SUPPLY CHAIN MANAGEMENT SOLUTION

CANARA BANK, a premier Indian Public Sector Bank having Pan India presence, invites Expression of Interest for empanelment of vendors for Supply, Installation, Implementation, Integration and Maintenance of end-to-end Financial Supply Chain Management Solution

A vendor submitting the proposal in response to this EOI shall hereinafter be referred to as Bidder.

Interested Bidders who are dealing in Supply, Installation, Implementation, Integration and Maintenance of Financial Supply Chain Management solution (including sizing and supply of all related hardware) and meeting the following Eligibility Criteria may respond.

A. ELIGIBILITY CRITERIA

| S.No | Criteria | Documents Required |
|------|---|--|
| 1. | The Bidder is registered as a company in India as per Company Act 1956. | Copy of Certificate of Incorporation / Certificate of commencement of Business issued by the Registrar of Companies. |
| 2. | The bidder shall be the owner/certified or authorized agent / partner of the software solution offered. | If the bidder is not the solution owner, letter from the solution owner authorizing the bidder to participate in the tender to be enclosed. If the bidder is an authorized agent, proof to be submitted. |
| 3. | Bidder must have a minimum turnover of Rs. 100.00 Crores during last financial year in IT related business in India. | Certificate from Chartered Accountant certifying the IT related business turnover in India during the last financial year. |
| 4. | Bidder should have registered operating profits for the last three years | Certificate from Chartered Accountant showing year wise operating profit for last three years. Audited Balance Sheet and P&L accounts for the last three years |
| 5. | The Software solution being offered should have been successfully implemented and working in at least one Bank. | Purchase order copies and proof of implementation issued by Banks. |
| 6. | The bidder should have at least 6 months of experience in implementing the End-to-End Financial Supply Chain Management Software Solution offered in at least one Bank. | Purchase order copies and proof of implementation issued by Banks. |

Further, all bidders will have to submit the following:

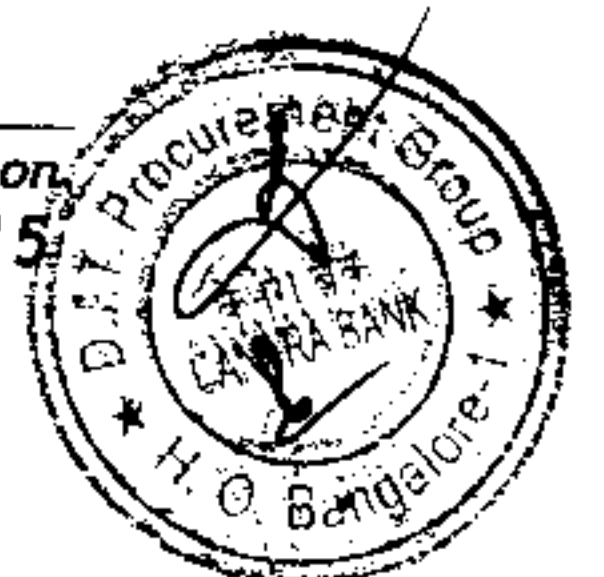
| | | |
|---|---|---|
| 1 | Non Interest EMD for Rs.1,00,000/- Refundable | By way of DD favoring "Canara Bank" payable at Bangalore |
| 2 | Application fees for Rs. 5,000/- Non Refundable | By way of DD favoring "Canara Bank" payable at Bangalore. |

- * Failure to produce the documents as necessary proof along with the EMD and Application fee while submission of EOI proposal shall render the applicant ineligible for empanelment.
- * The Bidder should submit separate DDs one each for EMD and Application Fee.

B. SCOPE OF EMPANELMENT

Empanelment would be for Supply, Installation, Implementation, Integration and Maintenance of Financial Supply Chain Management Solution (Including sizing and supply of all related hardware)

- a. The solution should be a web enabled solution facilitating the Bank, the Primary customer and its constituents namely the Supplier, Dealer/Distributor to seamlessly perform role based Financial Supply Chain operations.
- b. Bank is required to access the application through its LAN/WAN and other constituents are required to access the application through secured Internet connection with 128 bit SSL encryption between Web server and the browsers. Digital Certificate based transactions should be possible.
- c. The solution should enable multi-level authorization matrix for both master and transaction work flow with robust audit logging mechanism.
- d. The Solution should cover the broad features as enumerated below:
 - i. **Supplier financing (Payable / Invoice Financing)**
Should necessarily support:
 - a) Upload of Purchase order from ERP systems and Flat files as well as provision to key-in manually.
 - b) Upload of Invoice details from ERP systems and Flat files, provision to key-in manually and also to derive Invoice details from Purchase order details
 - c) Individual and Bulk Invoice discounting
 - d) Electronic Invoice Presentment and Payment (EIPP)
 - e) Supplier Master maintenance by Corporate/Bank



- f) With or without recourse to Primary customer. Provision to maintain Direct or Indirect Limits on Primary Customer
- g) STP and Bank level intervention for masters as well as transactions.
- h) Robust Invoice adjustment and reconciliation mechanism.

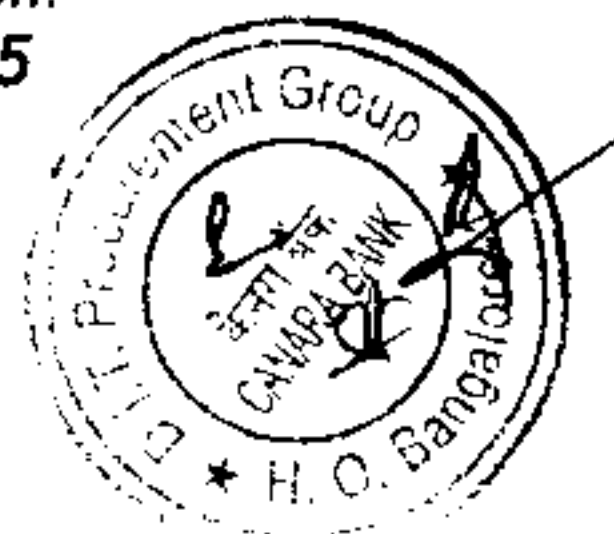
ii. **Dealer financing (Receivable Financing)**

Should necessarily support:

- a) All features stipulated at a, b, c and d in point (i) above
- b) Dealer master maintenance by Corporate/Bank
- c) STP and Bank level intervention for masters as well as transactions.
- d) Robust Invoice adjustment and reconciliation mechanism.

iii. **Integration/Interface with CBS**

- a) System should be capable of providing required data to CBS at End of Day. Ex: Day-end-Balances, NPA updates, Special Watch (Special Mention) Details and any other details which are required for synchronization with CBS.
- b) Fool proof EOD reconciliation methodology to ensure number of transactions and total amount triggered during the day match between the application and the Core Banking System.
- c) Real Time Synchronization between application and Core Banking System with regard to master data including LIMITS and Liability
- d) Total Liability in the dedicated GL in CBS should at any point of time TALLY with the total outstanding in the Application. A report of all outstanding at any point of time should be generated the total of which should tally with the dedicated GL in CBS.
- e) A detailed report for all transactions triggered into CBS should be available for review at any point of time transaction wise.
- f) Special Watch (Special Mention) and NPA details should be handed over to CBS during EOD time.



iv. **Other Interfaces**

- a) Integration with payment systems for settlement through RTGS/NEFT
- b) The solution should seamlessly interface with 3rd party ERP applications running in the backend of the Bank's primary customer.
- c) The solution should interface seamlessly with mobile solutions for generation of alerts on mobile.
- d) The solution should be integrated with the mail messaging system to facilitate generation of alerts on email.

v. **Robust Alerts and Reports mechanism**

- a) Event based Alert through email and SMS.
- b) Standard reports for Customers and Bank

- e. During empanelment period, Bank reserves the right to de-empanel any vendor. Bank's decision will be final in this regard.
- f. During the empanelment period, Bank will float limited tenders amongst the empanelled vendors and seek responses for various requirements. Individual tender/s will contain detailed terms and conditions, instructions and scope of work.
- g. If the service provided by the vendor is found to be unsatisfactory or if at any time it is found that the information provided for empanelment or for any tender is false or if irregularities shown by the vendor when applying for the tenders, the Bank reserves the right to remove such vendors from the empanelled list without giving any notice to the vendor in advance.

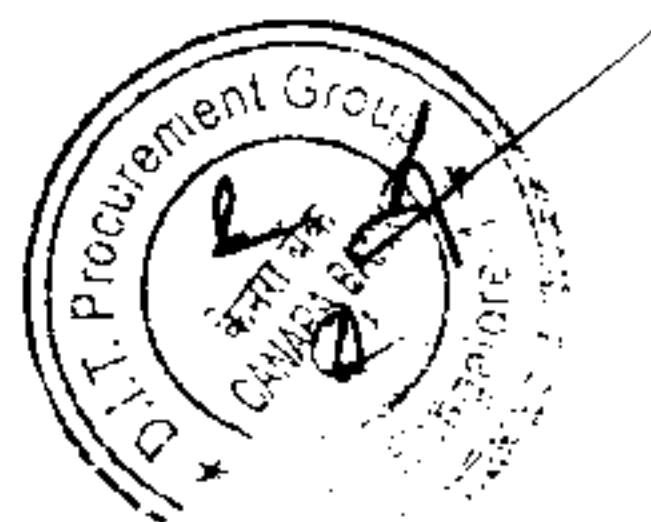
C. EMPANELMENT PROCEDURE

The vendor will be empanelled as per the following process:

- a. Vendors satisfying the eligibility criteria will be short listed and will be empanelled with the Bank after due scrutiny of documents submitted by the bidder.
- b. The empanelment will be valid for one year.
- c. Empanelment would be done nationally.

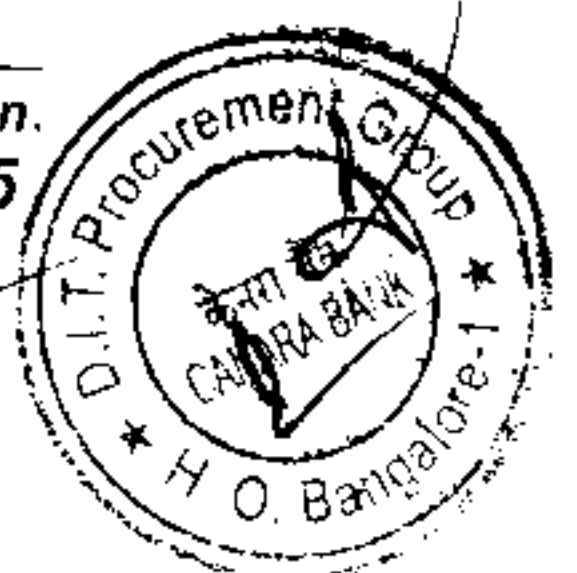
D. INSTRUCTIONS TO THE APPLICANTS

1. The project may be fronted either by hardware or software vendor and the prime bidder must intimate the name of the partners/associate members with whom the project will be carried out. The name of the products/services offered by such partners as a part of the project is to be informed. Once indicated, the primary bidder will not be allowed to change the partner/associate member.



2. The response should be submitted in a structured format as per the checklist appended and it should be paginated. Each page of the application should be signed by person/s on behalf of the organization having necessary authorization / PA to do so, duly affixing the company seal. Applications containing false or inadequate information are liable for rejection. Copy of Power of Attorney or Authorization Letter from the company should be furnished along with the Bid
3. Any alterations, erasures, overwriting, blanking out or discrepancies in figures etc will have to be necessarily authenticated by the authorized signatory.
4. A pre-Bid meeting of the intending bidders will be held at 3.00 pm on Monday 11th April 2011 at Canara Bank, Conference Hall, II Floor, Naveen Complex, 14 M G Road, Bangalore - 560 001 to clarify any point/doubt raised by them in respect of this EOI. No separate communication will be sent for this meeting. All communications regarding points requiring clarifications and any doubts shall be given in writing to the Deputy General Manager, DIT Wing, HO Bangalore by the intending bidders before 03.00 pm on Thursday, 7th April 2011. No interim enquiries will be entertained.
5. The Sealed envelope containing the response to EOI along with the required documents shall be superscribed on the top of the envelope "Empanelment of Vendors for Financial Supply Chain Management Solution in response to EOI 04/10-11 dated 29.03.2011". The EOI response should be deposited in the Tender Box kept at Canara Bank, DIT Wing, First floor, Naveen Complex, 14 M G Road, Bangalore - 560 001, on or before Thursday, 28th April, 2011, 03:00 PM. The Bids should be addressed to:

**THE DEPUTY GENERAL MANAGER
CANARA BANK
ASSET PROCUREMENT & MANAGEMENT GROUP
DIT - WING, NAVEEN COMPLEX,
14, MG ROAD, BANGALORE - 560 001**
6. The EOI will be opened in the presence of the applicants on Thursday, 28th April 2011 at 03.30 PM at Canara Bank, 2nd Floor, Conference Hall, Naveen Complex, 14 M G Road, Bangalore. The applicant's representative may be present during the bid opening at our office address mentioned above well in time along with the authorization letter from the company. The applicants may note that no further notice in this regard will be given. Further, in case the Bank does not function on the aforesaid date due to unforeseen circumstances or Holiday, then the EOI will be accepted up to 03.00 PM on the immediate next working day and EOIs will be opened at 03.30 PM at the same venue on the same day. The response not received in conformity with the above will not be evaluated.
7. The Expression of Interest is not an offer by Canara Bank but an invitation to get the response from the interested bidders for short listing the bidders



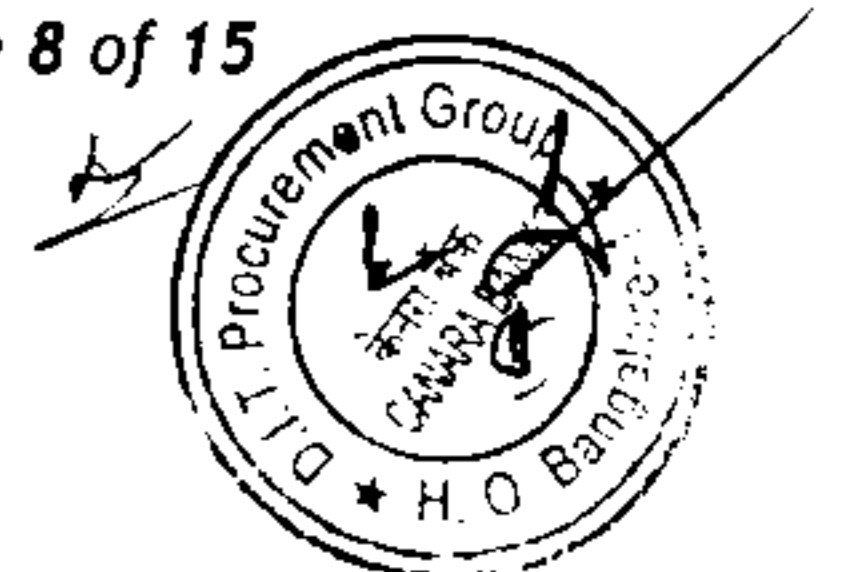
for Bank's requirements. No contractual obligations whatsoever shall arise from the Expression of Interest process.

8. The short listed applicants will be notified in due course. Only shortlisted applicants will be invited to participate in the tender for supply, installation implementation, integration and maintenance of Financial Supply Chain Management solution in the Bank. The decision taken by the Bank shall be final and no representation or correspondence shall be entertained.
9. Canara Bank reserves the right to accept / reject any or all expression of interest received in response to this advertisement without assigning any reasons, whatsoever.
10. Non-submission of DD for Rs.100000 towards EMD or DD for Rs.5000/- towards the cost of Application or both for this EOI will render the EOI application submitted by the vendor as rejected.
11. The EMD of all the Bidders will be returned after finalization of Empanelment.
12. All the empanelled members may be required to be in preparedness to make product demonstration at a very short notice. The Bank shall communicate the venue, date and time of product demonstration to the empanelled members separately. No request for change in date/time shall be entertained after communicating by us. The bank reserves the right to change the venue, date, time with due intimation to the empanelled members.

E. CHECKLIST

Interested applicant/s conforming to the above requirements may respond by furnishing the following.

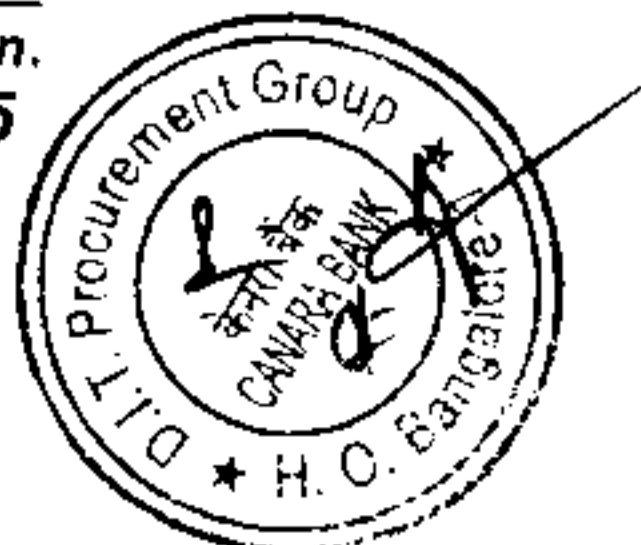
1. Covering Letter Format as per Annexure I
2. Applicant's Profile as per Annexure II.
3. Write up on the Company's experience / expertise in Supply, Installation, Implementation, Integration and maintenance of Financial Supply Chain Management Solution (max 5 pages).
4. Three (3) Years Audited Balance sheet & Profit and Loss A/cs. Certificate from Chartered Accountant showing year wise operating profit for last three years.
5. Certificate from the Company's Chartered Accountant stating that the company has an Annual Turnover of Rs. 100 crore in IT Related Business in India during the last financial year.
6. List of Applicant's major customers (Banks) where the solution is running
As per Annexure III
7. Copy of Power of Attorney or Authorisation letter from the company should be furnished along with the bid to attend Bid opening as per **Annexure IV**



8. Copy of the Authorization letter from the OEM- Annexure V
9. A non-interest bearing refundable EMD of Rs. 1,00,000/- by Demand Draft favoring Canara Bank payable at Bangalore
10. A DD for Rs.5000/- by way of Demand Draft favoring Canara Bank payable at Bangalore.
11. The documents in support of Eligibility Criteria, wherever required as mentioned in this EOI.

Rajendran

R Rajendran
Deputy General Manager



ANNEXURE - I

Covering letter format

Offer Reference No:
To

Date:

The Deputy General Manager,
Canara Bank,
Asset Procurement & Management Group,
DIT, Naveen Complex, 14 M G Road,
Bangalore - 560 001
Karnataka

Dear Sir,

EOI Ref: EOI 04/10-11 DT: 29-MAR-2011

Having examined the EOI document including all Annexure the receipt of which is hereby duly acknowledged, we, the undersigned, offer to empanel our company to supply, install, implement, integrate and maintain the Financial Supply Chain Management Solution in conformity with the said EOI.

If our offer is accepted, we undertake to supply, install, implement, integrate and maintain the Financial Supply Chain Management Solution to the Bank for the given period.

We enclose a Demand Draft for Rs. 1,00,000/- in favour of Canara Bank as EMD and a Demand Draft for Rs.5000/- in favour of Canara Bank as application fee

We agree to abide by and fulfill all the terms and conditions of the EOI and in default thereof, to forfeit and pay to you or your successors, or authorized nominees such sums of money as are stipulated in the conditions contained in EOI.

Our PAN number for Income Tax is _____.

We are registered with the Sales Tax/Service Tax authorities and our registration numbers are as follows.

Sales Tax/VAT Registration Number is _____.

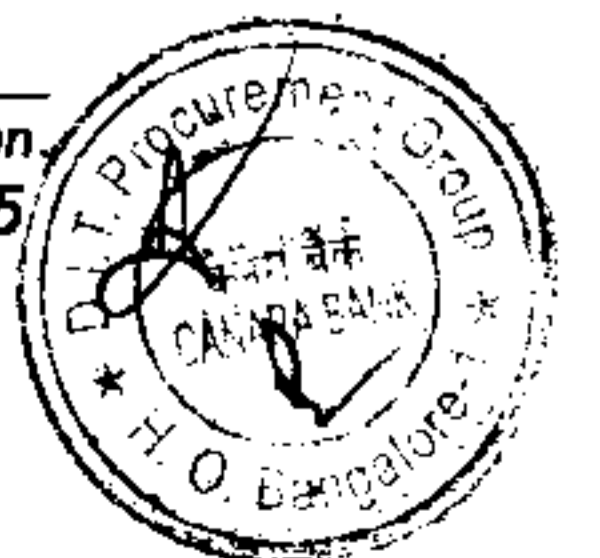
Service Tax Registration Number is _____.

We accept all the Instructions and Terms and Conditions of the subject EOI.

Dated this _____ day of _____ 2011

Signature _____

Signature of the Authorized Signatory with date & seal



Annexure II
APPLICANT'S PROFILE

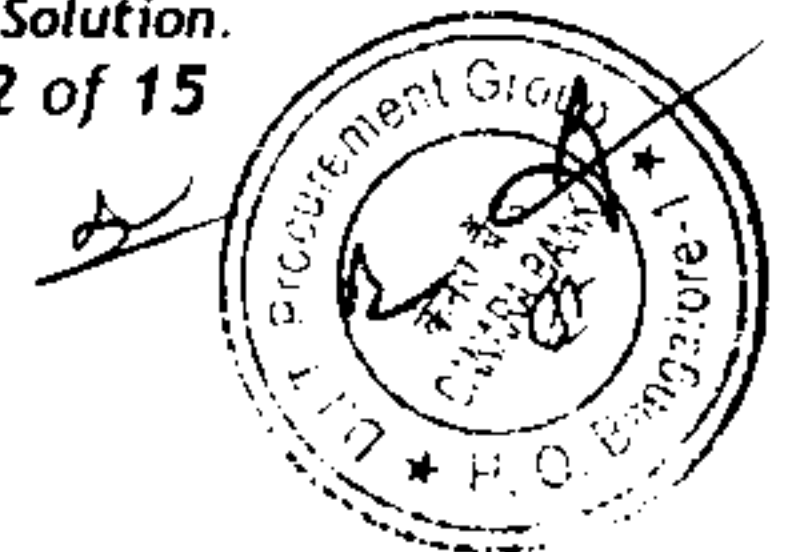
| Sl. No. | Particulars | Details (at Page no.) | | |
|----------|---|---------------------------|-----------|-----------|
| A | Profile | | | |
| 1 | Name of the Applicant | | | |
| 2 | Status of Applicant (Company, Partnership, Prop., etc) | | | |
| 3 | Classification [i.e. Manufacturer (OEM), Authorized agent, System Integrator, dealer, others, please specify] | | | |
| 4 | In case of System Integrator, name of the software vendor with whom the SI is partnering / liasoning to provide the solution | | | |
| 5 | Whether in technical collaboration with foreign company? If so give details | | | |
| 6 | If the applicant is a sole distributor / vendor, valid authorization letter from OEMs to deal / market their product in India and date up to which the agreement is valid | | | |
| 7 | Year of Establishment & Details of Registration (attach Documentary Proof) | | | |
| 8 | Number of years experience in Financial Supply Chain Management field | | | |
| 9 | Address | | | |
| 10 | Telephone number | | | |
| 11 | Fax number | | | |
| 12 | Email Address | | | |
| 13 | Website address of the Company | | | |
| 14 | Key person (s) with contact details a)Head Office / registered Office b)Bangalore Office | | | |
| 15 | Authorized Official with Name, Designation, Contact Phone No/Mobile No / FAX No. etc for the EOI | | | |
| 16 | Sales Tax Number | | | |
| 17 | Income Tax Number | | | |
| 18 | 3 Years Audited Balance sheet and Financial Statements | | | |
| 19 | Annual turnover in IT related business in India for the last financial year (certificate from Auditor). | | | |
| 20 | Brief Financial Particulars for the last 3 financial years | | | |
| | Year | 2007-2008 | 2008-2009 | 2009-2010 |
| | Net Profit/Loss | | | |
| | Total Turnover (Hardware, Software, Maintenance separately) | | | |
| 21 | Enclose copies of Income Tax registration and last Income Tax clearance certificate | | | |

| B | Technical Experience and Expertise | |
|----------|---|--|
| 1 | Write up on the Company's experience/expertise in supply, installation, implementation, integration and maintenance of Financial Supply Chain Management Solution covering technical skills & capability of the company (max 5 pages) | |

Wherever applicable submit documentary evidence to facilitate verification.

We hereby declare that the information submitted above is true to the best of our knowledge. We understand that in case any discrepancy is found in the information submitted by us our tender is liable to be rejected.

Signature of the Authorized Signatory with date & seal



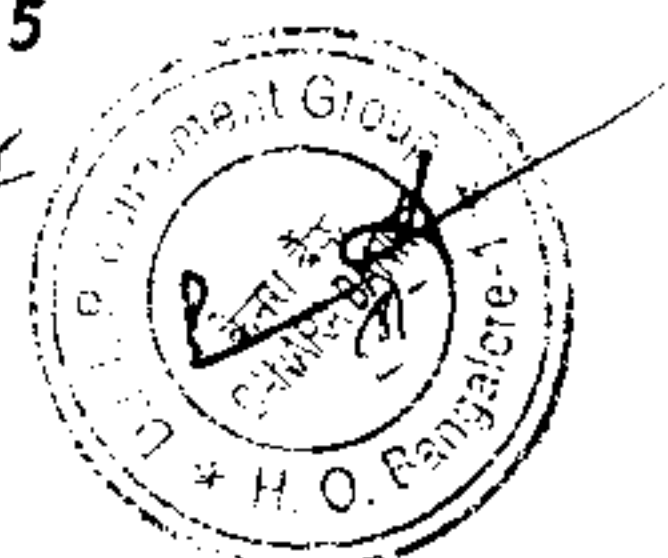
Annexure - III

LIST OF APPLICANT'S MAJOR CUSTOMERS (BANKS) WHERE THE SOLUTION IS RUNNING

| Sl. No. | Name and complete Postal Address of the Customer (Purchaser) | Name, Designation, Telephone, Fax, Telex Nos., e-mail address of the contact person (customer) | Whether reference Letter Enclosed |
|---------|--|--|-----------------------------------|
| 1 | 2 | 3 | 4 |
| | | | |
| | | | |

(Enclose necessary documentary proof)

Signature of the Authorized Signatory with date & seal



ANNEXURE -IV - Authorization letter format

The Deputy General Manager
Canara Bank,
Asset Procurement & Management Group
DIT Wing
Naveen complex, 14 MG Road
Bangalore - 560 001

Date _____

Dear Sir,

SUB: Authorization Letter for attending the Bid Opening

REF: YOUR EOI NO: 04/10-11 dated 29-03-2011

This has reference to your above EOI for Empanelment of vendors for supply installation, implementation, integration and maintenance of Financial Supply Chain Management Solution.

Mr. / Miss/Mrs. _____ is hereby authorized to attend the bid opening of the above EOI _____ DT: _____ on _____ on behalf of our organization.

The specimen signature is attested below:

Specimen Signature of Representative

Signature of Authorizing Authority

Signature of Attesting Authority

Name of Authorizing Authority



ANNEXURE -V
Manufacturer's Authorization Form (MAF)

No. _____ dated _____

To
The Deputy General Manager,
Asset Procurement & Management Group,
DIT-Wing, Canara Bank,
Naveen Complex, 14 M G Road,
Bangalore-560 001
Karnataka

Dear Sir,

EOI Reference No.EOI 04/2011 dated 29-03-2011.

We _____ who are established and reputed manufacturers of the Financial Supply Chain Management Software having factories at 1. and 2. _____

Do hereby authorize M/s _____ (Name and address of the Agent/Dealer) to offer their quotation, negotiate and conclude the contract with you against the above invitation for tender offer.

We hereby extend our full guarantee and warranty as per terms and conditions of the EOI and the contract for the equipment and services offered against this invitation for tender offer by the above firm.

Yours faithfully

(Name)
For and on behalf of
M/s _____

(Name of Manufacturers)

Note: This letter of authority should be on the letterhead of the manufacturing concern and should be signed by a competent person of the manufacturer.

