

Pre bid queries Replies for EOI 01/2016-17 dated 06/05/2016 for Empanelment of consultants for tie-up with Payment banks and the roadmap for new payment solutions.

Sl no	Page no	Clause No	Description as per EOI	Query submitted / clarifications sought by bidder	Bank's reply
1	7	5. Eligibility Criteria Clause. 2	The bidder should have minimum experience of three years ( as on 31/03/2016) as consultant for advisory services in Public Sector Bank	Requesting the Bank to consider Private Sector Banks/Financial Institutions in India and Overseas	Bidder to comply with EOI terms
2	8	7. Scope of Empanelment, Clause. 7.1	Assessment of Changing Customer behaviors vis-à-vis payments & transaction they undertake and its implications of payment solutions.	Please confirm that the assessment is primarily related to the retail customer segment in India.	Full details will be provided in the RFP proposed to be issued.
3	8	7. Scope of Empanelment, Clause. 7.1	Assessment of Changing Customer behaviors vis-à-vis payments & transaction they undertake and its implications of payment solutions.	Through tie up with the payment Banks, is the Bank targeting a particular target group of customers / geography or segment to which they have not been able to provide their services effectively.	Full details will be provided in the RFP proposed to be issued.
4	8	7. Scope of Empanelment, Clause. 7.1	Assessment of Changing Customer behaviors vis-à-vis payments & transaction they undertake and its implications of payment solutions.	It is assumed that the bank would provide access to software, market data and reports for performing the analysis.	Full details will be provided in the RFP proposed to be issued.
5	8	7. Scope of Empanelment, Clause. 7.2	Support setting up of partnership with payment bank or other players in payment ecosystem for mutual benefits with an objective of deepening digital & mobile payments.	What are the timelines that the Bank envisages for tying up with Payment Banks / any other player in the eco system?	Full details will be provided in the RFP proposed to be issued.



6	8	7. Scope of Empanelment, Clause. 7.2	Support setting up of partnership with payment bank or other players in payment ecosystem for mutual benefits with an objective of deepening digital & mobile payments.	What kind of partnership is canara Bank looking at ? , is it a financial stake in a payments bank/player, use payment Banks as banking correspondents, technology tie-up for only payment related services or any combination of the above	Full details will be provided in the RFP proposed to be issued.
7	8	7. Scope of Empanelment, Clause. 7.2	Support setting up of partnership with payment bank or other players in payment ecosystem for mutual benefits with an objective of deepening digital & mobile payments.	Does the Bank have an indicative list of products and services for which it is looking to explore by partnering with Payment Banks	Full details will be provided in the RFP proposed to be issued.
8	8	7. Scope of Empanelment, Clause. 7.2	Support setting up of partnership with payment bank or other players in payment ecosystem for mutual benefits with an objective of deepening digital & mobile payments.	Please clarify that other than payment Banks, what all other players will be evaluated for setting up of partnership during the scope of empanelment	Full details will be provided in the RFP proposed to be issued.
9	8	7. Scope of Empanelment, Clause. 7.2	Support setting up of partnership with payment bank or other players in payment ecosystem for mutual benefits with an objective of deepening digital & mobile payments.	Please clarify and provide more information on other players that need to be covered during the scope of empanelment	Full details will be provided in the RFP proposed to be issued.
10	8	7. Scope of Empanelment, Clause. 7.3	Support setting up of partnership with a technology service provider or other player with an objective of addressing the changing customer needs.	Does the Bank have a roadmap for transferring its existing products and services on to a digital/mobile platform	Full details will be provided in the RFP proposed to be issued.
11	8	7. Scope of Empanelment, Clause. 7.4	Support integration of existing products and solutions of the bank with the proposed solutions to be offered through	We understand that no actual technology integration including project management, implementation and testing will be carried out by the empanelled consultant. Kindly confirm.	Full details will be provided in the RFP proposed to be issued.



