

REQUEST FOR PROPOSAL (RFP)

FOR

Renewal of Oracle DB, Internet Application Server,
Internet Developer Suite and Oracle BI ATS

Ref No: IT/111/2015-16/4827

To be submitted before

10:00 AM on 19th February, 2016

IFCI Ltd.
IFCI Tower, 61, Nehru Place
New Delhi -110019



ABOUT THE RFP3
INTRODUCTION
KEY EVENTS & DATES
INVITATION OF BIDS4
SCOPE OF WORK4
Oracle Database
Oracle OBIEE+
GENERAL TERMS AND CONDITIONS
SUBMISSION OF TENDER
Technical Bid
Commercial Bid
TERMS OF DELIVERY
NO PRICE VARIATION 7
COST OF BIDDING
SELECTION OF BIDDER
LIQUIDITY DAMAGES (LD)12
LIABILITY OF THE SELECTED VENDOR12
PAYMENT TERMS13
OTHER TERMS AND CONDITIONS13
ANNEXURE - B
ANNEXURE - C18
ANNEXURE - D19
Declaration that the vendor has not been blacklisted19
ANNEXURE - E
Forwarding Letter
ANNEXURE - F21
Escalation Matrix
ANNEXURE - G22
Letter Authorizing Representing Executive(s)22



ANNEXURE - H	23
Bidder's Authorization Certificate	23
ANNEXURE - I	24
OEM's Authorization Format	24

About the RFP

Introduction

IFCI Ltd. was set up in 1948 as first Development Financial Institution of the Country named as The Industrial Finance Corporation of India, a Statutory Corporation to provide medium and long term finance to industry. After repeal of IFCI Act in 1993, IFCI became a Public Limited Company registered under the Companies Act, 1956. IFCI is now a Government controlled company with an equity shareholding of 55.53% being held by Government of India. IFCI is also registered with Reserve Bank of India (RBI) as a systemically important non-deposit taking Non-Banking Finance Company (NBFC-ND-SI) as per RBI Act, 1949. IFCI is also a notified Public Financial Institution under Section 2(72) of the Companies Act, 2013.

Key Events & Dates

Tender Notice No.	IT/111/2015-16/4827
Date Of Issue	16/02/2016
Last date for seeking clarifications, if any	17/02/2016
Date of Pre-Bid Meeting with the bidder (If Required)	17/02/2016 15:00 PM
Last date and time of submission of Bid (Technical &	19/02/2015 10:00 AM
Commercial)	
Date and time of opening of Technical Bids	19/02/2015 10:30 AM
Date and time of opening of Commercial Bids	19/02/2015 11:00 AM



Validity of Proposal	Proposals must remain valid 90 days
	after the submission date.
Address for submission of Bids	The General Manager (IT)
	IFCI Tower, 61, Nehru Place
	New Delhi – 110019
Contact Details	Debashish Gupta, DGM(IT)
	91-11-41732142
	Debashish.gupta@ifciltd.com
e-mail Address	rfpquery@ifciltd.com
Note: This Tender Document is not transferable	

Invitation of Bids

IFCI invites sealed tender bids (Technical bid and Commercial bid)-CLOSED for renewal of ATS of Oracle Database and Oracle Business Intelligence plus from authorized partners of Oracle(OEM) only as detailed under Scope of Work (SOW).

Scope of Work

Oracle Database

Oracle Support Services (OSS) having following deliverables:

- Oracle installation Support
- Business driven response priority (Severity Level)
- Problem resolution support
- Upgrades, bug fixes and patches as and when required will come directly from OSIL
- Guidance in up gradation of Oracle products
- Assistance in event of crash recovery
- 24 x 7 global toll free routing telephone support
- 24 x 7 access to web support
- Transfer rights
- Product Maintenance releases
- Access to wide range of electronic services for self-help, reference and information via
 Oracle Meta Link



Oracle OBIEE+

- Updates Subscription Services: The Updates Subscription Services should be provided to IFCI with rights to Oracle product upgrades, maintenance Releases and patches released during the subscription period.
- Product Support: Oracle Product Support services to be offered to IFCI for direct access
 via both the telephone and the web. Oracle skilled staff / Technical analysts shall help for
 problem resolution, bug reporting, and technical guidance on a 24x7 Online Support. This
 service should be provided through telephone, fax, e-mail and Oracle's Web Interface
 MetaLink.
 - Transfer of licenses from one platform to other during ATS period as and when required by IFCI.
 - IFCI should also be in a position to access Oracle Support Portal METALINK at http://metalink.oracle.com and log a Technical Assistance Request (TAR) or search the database for known problem resolutions and bug fixes directly.

General Terms and Conditions

- The vendors are advised to study all technical and commercial aspects, instructions, forms, terms and specifications in the tender document carefully. Failure to furnish all information required in the Tender Document or submission of a bid not substantially responsive to the Tender document in every respect will be at the vendors risk and may result in the rejection of the bid.
- Either the Indian vendor on behalf of OEM or OEM can bid but both cannot bid simultaneously for the same product in the tender.
- The quotations shall be submitted strictly in conformity with the specifications given in this
 tender document and as per mandatory response format. The tenders not submitted in the
 prescribed format or incomplete in any manner are likely to be rejected
- IFCI is not responsible for non-receipt of quotations within the specified due date to any reason including postal delay or holidays.



- Technical bid would be opened first. IFCI reserves the right not to process the Commercial Bids in case the Technical Bid is found to be unsuitable / not fulfilling the requirements as specified in the tender document.
- In case of any reduction in the price due to Government levies/duties/OEM prices, vendor should bid the price reduction to IFCI, Vendor should voluntarily intimate such price reduction to IFCI, produce the document of OEM's listed price and the discounted price bided to IFCI.
- The price quoted should be inclusive of all Central/State Government levies, taxes, sales tax, excise duty, custom duty, and VAT.
- IFCI reserves the right to alter the requirements specified in the RFP for any reasons prior to the last date of submission of RFP.
- IFCI also reserves the right to delete one or more items from the list of items specified duly informing all Vendors about such changes.

Submission of Tender

The Tender documents should be submitted in duplicate i.e. in Two Sets (Set 1 Marked as – Original Set and Set 2 Marked as – Duplicate Set (Soft Copy)). Each Set should contain one copy of Technical Bid and one copy of Commercial Bid (to be kept in separate sealed envelopes).

Technical Bid

The Technical bid must contain the following

- a) Compliance with all terms and conditions and Compliance with Scope of Work mentioned in the tender document as per the format placed at (Annexure –B)
- b) Declaration that the bidder is not blacklisted. (Annexure D)
- c) Forwarding letter (Annexure –E)
- d) Escalation Matrix (Annexure F)
- e) Letter authorizing representing executive(s) to attend the Bid (Annexure G)
- f) Bidder's Authorization Certificate (Annexure H)
- g) Authorization Letter from OEM (Annexure I)



Commercial Bid

The Commercial bid must be given in a sealed envelope and must contain Commercial details as per **Annexure – C.**

Each set containing Technical and Commercial bid in separate sealed covers should be put in a third sealed cover which should be super scribed as **RFP for "Renewal of Oracle Database and Oracle BI ATS"** along with a covering letter stating the details, and addressed to The General Manager.

Terms of Delivery

The vendor should deliver the renewal certificates for items as mentioned in **Annexure – A** within 4 weeks from the date of acceptance of PO by the vendor.

No Price Variation

The commercial offer shall be on a fixed price basis. No upward revision in the prices would be considered on account of subsequent increases in government taxes, duties, levies, etc. during the offer validity period. However, if there is any reduction on account of government taxes, duties, levies, etc. during the offer validity period, the same shall be passed on to IFCI.

Cost of Bidding

The bidder shall bear all costs associated with preparation and submission of its bid and IFCI will, in no case, be responsible or liable for these costs, regardless of the conduct or outcome of the bidding process.

Selection of Bidder

The final selection of the bidder shall be done after evaluating the Technical and Commercial bids and the compliance with all terms and conditions as mentioned in the RFP.

Opening of Bids

A two stage bidding process will be followed. In the first stage, only TECHNICAL BID will be opened and evaluated.

Those bidders who satisfy the technical requirements as determined by IFCI and accept the terms and conditions of this document shall be short-listed. In the second stage, the 'COMMERCIAL BID' would be evaluated.



A bid determined as not substantially responsive will be rejected by IFCI and may not subsequently be made responsive by Bidder by correction of the nonconformity.

IFCI may waive any informality or non-conformity or irregularity in a bid which does not constitute a material deviation, provided such waiver does not prejudice or affect the relative ranking of any of the Bidder's.

In the event of the specified date of Bid opening being declared a holiday for IFCI, the Bids shall be opened at the appointed time and location on the next working day.

It is, therefore, suggested to designate a responsible, authorized and senior representative so that clarifications, if any, can be given on the spot.

IFCI reserves the right to modify the evaluation process at any time during the Tender process, without assigning any reason, whatsoever and without any requirement of intimating Bidders of any such change.

Evaluation of Technical Bids

Technical Bids shall be opened first and evaluated for the bidder's eligibility criteria, bid completeness, bid conformity, bid responsiveness.

IFCI may waive any minor informality, nonconformity or irregularity in a bid which does not constitute a material deviation, provided such waiver does not prejudice or affect the relative ranking of the bidders. The decision of IFCI in this regard shall be final and binding.

Bidders, whose technical bids are accepted, shall qualify for commercial bid evaluation.

Evaluation of Commercial Bids

Commercial Bids shall be opened only after completing the evaluation of all technical bids. A bidder, whose commercial bid is lowest, shall be declared as L1.

Rejection of Bid

Any effort by a Bidder to influence IFCI in its decisions on bid evaluation, bid comparison or contract award may result in rejection of Bidder's bid.

IFCI is not bound to disclose the grounds for rejection of Bid. The decision of the IFCI regarding the final declaration of the successful Bidder shall be final.



Language of Bids

The bid prepared by the Vendors as well as all correspondence and documents relating to the Bid exchanged by the Vendor and the IFCI and supporting documents and printed literature shall be written in English.

Amendment to the RFP Document

At any time before the deadline for submission of Bids, IFCI may, for any reason, whether at own initiative or in response to a clarification requested by a prospective Bidder, modify the Bidding document by amendment.

All the amendments made in the document would be published on our website http://ifciltd.com.

The Bidders are also advised to visit the aforementioned website on regular basis for checking necessary updates.

IFCI also reserves the right to amend the dates mentioned in 'Key Events & Dates' of this Bid document. Any proposal received after the deadline for submission of proposals will be rejected and returned unopened to the Bidder.

All prospective bidders will be notified of the amendment, if any, by IFCI hosting the same on IFCI's website which will be final and binding on all the bidders.

It will be the responsibility of the bidders to regularly visit IFCl's website for any amendments from time to time and respond accordingly. No other intimation will be given by IFCI. In order to allow prospective bidders reasonable time in which to take the amendment into account in preparing their Bids, IFCI, at its discretion, may extend the deadline for the submission of Bids.

Further, IFCI reserves the right to scrap the RFP or drop the tendering process at any stage without assigning any reason.

Clarification of Bids By Vendors

Clarification sought by Vendor should be made in writing (E-mail) and submitted at least one day prior to the date of seeking clarifications. IFCI has discretion to consider any other queries raised by the Vendor's representative. The format for seeking clarification is given below:

S. No.	Section No.	Clause No	Reference/ Subject	Clarification Sought



The text of the clarifications asked (without identifying the source of enquiry) and the response given by the IFCI, together with amendment to the bidding document, if any, will be intimated.

Clarification of Bids Post-Submission by IFCI

During evaluation of Bids, the IFCI, at its discretion, may ask the Vendors for clarifications of their Bids. The request for clarification and the response shall be in writing (e-Mail).

Any deviations from the specifications should be clearly brought out in the bid.

Arithmetic Errors Correction

Arithmetic errors, if any, in the price break-up format will be rectified on the following basis:

If there is discrepancy between the unit price and the total price, which is obtained by multiplying the unit price with quantity, the unit price shall prevail and the total price shall be corrected unless it is a lower figure. If the supplier Vendor does not accept the correction of errors, its bid will be rejected.

If there is discrepancy in the unit price quoted in figures and words, the unit price, in figures or in words, as the case may be, which corresponds to the total bid price for the item shall be taken as correct.

Bids Not Considered For Evaluation

Bids that are rejected during the bid opening process due to incomplete documentation or late receipt shall not be considered for further evaluation.

Signing of Tender Bids

The Tender Bid shall be typed or written in ink and shall be signed by the vendor or a person duly authorized in writing to bind the vendor to the Contract. All pages of the Tender Bid, except for un-amended printed literature, shall be initialed by the person or persons signing the Tender Bid. The Tender Bid shall contain no interlineations, erasures or overwriting except as necessary to correct errors made by the vendor, in which case such corrections shall be initialed by the person or persons signing the bid.



Period of Validity of Bids

- Bids shall remain valid for 90 days after the date of opening of Technical Bids prescribed IFCI.
- A Bid valid for a shorter period shall be rejected by IFCI as non-responsive.
- In exceptional circumstances, IFCI may solicit bidder's consent to an extension of the period of validity.
- However, the prices finalized after opening the tenders shall not increase throughout the period of implementation and operation.

A letter of authorization shall be supported by a written power-of-attorney accompanying the bid. All pages of the bid, except for un-amended printed literature, shall be initialed and stamped by the person or persons signing the bid.

Validation of interlineations in Bid

The bid shall contain no interlineations, erasures or overwriting except as necessary to correct errors made by the bidder, in which case such corrections shall be initialed by the person or persons signing the bid.

Bidder's obligation to inform itself

The Recipient must apply its own care and conduct its own investigation and analysis regarding any information contained in the RFP document and the meaning and impact of that information.

No Commitment to Accept the Offer

IFCI shall be under no obligation to accept offer received in response to this tender and shall be entitled to reject any or all offers without assigning any reason whatsoever.

IFCI reserves the right to accept or reject any bid and annul the bidding process and reject all bids at any time prior to award of contract, without thereby incurring any liability to the affected bidder or bidders or any obligation to inform the affected bidder or bidders of the ground for IFCI's action.



Use of Contract Documents and Information.

The bidder shall not, without IFCI's prior written consent, make use of any document or information provided by purchaser in Bid document or otherwise except for purposes of performing contract, if any.

Liquidity Damages (LD)

Liquidated damages for delay in delivery of the product – The vendor shall have to pay liquidated damages to IFCI at the rate of one percent (1%) per week on the PO value for late delivery beyond the delivery period as mentioned above. There shall be an upper ceiling of ten percent of the total PO Value for the LD to be deducted. The LD applicable on the entire order amount shall be deducted from the payment amount due after acceptance of delivery of the ordered product.

Liability of the Selected Vendor

- IFCI shall hold the selected Vendor, its Successors, Assignees and Administrators fully liable against loss or liability, claims, actions or proceedings, arising out of non-fulfillment of any obligations under the Contract.
- Selected Vendor shall be the principal employer of the employees, engaged by Selected Vendor and shall be vicariously liable for all the acts, deeds or things done by its employees.
- Such liability of the Selected Vendor will be restricted to the actual amount of the Contract.

However, the selected Vendor would be given an opportunity to be heard by IFCI prior to making of a decision in respect of such loss or damage.

Notification to Bidder

Before the expiry of the period of validity of the proposal, IFCI shall notify the successful Bidder in writing by e-mail or registered letter or by fax, that its bid has been accepted.

The Bidder shall acknowledge in writing receipt of the notification of award and shall send his acceptance to enter into agreement within seven (7) days of receiving the notification.



Signing of Contract

The notification of the award shall constitute signing of the agreement. The signing of agreement will amount to award of contract and bidder will initiate the execution of the wok as specified in the agreement.

At the same time as IFCI notifies the successful Bidder that its bid has been accepted, IFCI will send Bidder the Performa for Contract provided in the Tender Document, incorporating all agreements between the parties. Within 7 days of receipt of the Contract, the successful Bidder shall sign and date the Contract and return it to IFCI.

Payment Terms

No advance payment will be made against purchase order.

• 100% payment after delivery of renewal certificates and submitting tax invoice.

Other Terms and Conditions

Negligence

In connection with the work or contravenes the provisions of General Terms, if the selected Vendor neglects to execute the work with due diligence or expedition or refuses or neglects to comply with any reasonable order given to him in writing by IFCI, in such eventuality, IFCI may after giving notice in writing to the selected Vendor calling upon him to make good the failure, neglect or contravention complained of, within such times as may be deemed reasonable and in default of the said notice, IFCI shall have the right to cancel the Contract holding the selected Vendor liable for the damages that IFCI may sustain in this behalf. Thereafter, IFCI is to be compensated for good the failure at the risk and cost of the selected Vendor.

Indemnity

Vendor shall indemnify, protect and save IFCI against all claims, losses, costs damages, expenses, action suits and other proceeding, resulting from infringement of any patent, trademarks, copyrights etc. or such other statutory infringements in respects of all the hardware and software supplied by him.



Publicity

Any publicity by the Vendor in which the name of IFCI is to be used should be done only with the explicit written permission of the Purchaser.

Force Majeure

Neither Party shall be liable for any default or delay in the performance of its obligations if and to the extent such default is caused, directly or indirectly, by fires, floods, power failures, Acts of God, act of public enemy, civil commotion, sabotage, wars, insurrections, riots, labor disturbances, strikes, lockouts, go-slow, damage to machinery on account of accident or passing of any statutory order by the eligible authority/ies, prohibiting performance of such obligation by a competent authority; and restrictions of any country affecting the performance of this agreement or any part hereof. The affected party shall intimate the other party within reasonable time period of such occurrences.

Applicable laws

The Contract shall be interpreted in accordance with the laws prevalent in India.

Compliance with all applicable laws: The Vendor shall undertake to observe, adhere to, abide by, comply with and notify the IFCI about all laws in force or as are or as made applicable in future, pertaining to or applicable to them, their business, their employees or their obligations towards them and all purposes of this Tender and shall indemnify, keep indemnified, hold harmless, defend and protect the IFCI and its employees/ officers/ staff/ personnel/ representatives/ agents from any failure or omission on its part to do so and against all claims or demands of liability and all consequences that may occur or arise for any default or failure on its part to conform or comply with the above and all other statutory obligations arising therefrom.

Arbitration/ Dispute Resolution

In case any disputes arise out of the contract the party shall try to negotiate the same within 30 days of such dispute. In case the matters remain unresolved the same shall be referred to the Arbitration in accordance with Arbitration and Conciliation Act, 1996 after giving the notice of such reference to the other party. The Arbitral Tribunal shall consist of three arbitrators. Each party shall appoint one arbitrator and both the arbitrators shall appoint the presiding arbitrator with mutual consent. The venue of the arbitration shall be New Delhi and the language preferred will be English. The award of the Arbitral Tribunal shall be final and binding on the parties.



Jurisdiction

The jurisdiction for the purpose of settlement of any dispute of differences whatsoever in respect of or relating to or arising out of or in any way touching this contract or the terms and conditions thereof or the construction and/or interpretation thereof shall be that of the appropriate court in New Delhi. The jurisdiction of any other court in any place other than New Delhi is specifically excluded.

Failure to abide by the Agreement

The conditions stipulated in the agreement shall be strictly adhered to and violation of any of the conditions will entail termination of the contract without prejudice to the rights of IFCI with such penalties as specified in the Bidding document and the Agreement.

Confidentiality of the Document

This Tender Document is confidential and IFCI shall ensure that anything contained in this Tender Document shall not be disclosed in any manner, whatsoever.

Confidentiality

The vendor shall keep confidential any information obtained under the contract and shall not divulge the same to any third party. In case of non-compliance of the confidentiality agreement, the contract is liable to be repudiated by IFCI. IFCI shall further have the right to regulate vendor staff.

The vendor shall not divulge to any person handling other divisions, subsidiaries or groups of vendor and its service support agency any information obtained by it in the course of its execution of its work and all the information gathered by the vendor shall be treated as professional communication and confidential. Any violation of this clause shall be liable to cancellation of the contract and invoking the bank guarantee without notice to the vendor.



Annexure – A

Technical Specifications of the Products

Oracle Database

CSI ID: 15684391

Support Period: 30-Nov-15 to 29-Nov-16

Description & Quantity	Licenses	Туре
Oracle Database Enterprise Edition - Processor Perpetual	2	Update
	2	Support
Internet Application Server Enterprise Edition -Processor Perpetual	2	Update
	2	Support
Internet Developer Suite -Named User Perpetual	1	Update
	1	Support

OBIEE+

CSI ID: 16700108

Support Period: 26-Feb-16 to 25-Feb-17

S. No.	Product Description	No Of Licenses	
1	OBIEE+	50 User	



Annexure – B

Compliance with Terms & Conditions

Description	Compliance (Yes/No)	Deviation, if any
General Terms & Conditions		
Scope of Work		
Technical Specifications		

Note:

- 1. Non-Submission of Annexure-B shall be treated as acceptance of all Terms and Conditions mentioned in the Tender Document.
- 2. Deviation, if any shall be clearly mentioned



Annexure - C

Commercial Bid

Description & Quantity	Licenses	Туре	Total Amount (Rs.) (inclusive of all taxes)
Oracle Database Enterprise Edition - Processor Perpetual	2	Update	
	2	Support	
Internet Application Server Enterprise Edition -Processor Perpetual	2	Update	
·	2	Support	
Internet Developer Suite -Named User Perpetual	1	Update	
	1	Support	
		Grand Total	

(Amount in Rs.)

S. No.	Product Description	No Of Licenses	Total Amount (Rs.) (inclusive of all taxes)
1	OBIEE+	50 User	
		Grand Total	

^{*} All figures shall be quoted inclusive of all taxes. Octroi, if any, would be reimbursed on actuals on production of original octroi receipts in favor of IFCI.

Date Signature of Authorized Signatory
Place Name of the Authorized Signatory

Designation

Name of the Organization ...

Seal ...



Annexure - D

Declaration that the vendor has not been blacklisted

(To be submitted on the Letterhead of the vendor)

To The GM (IT) IFCI Tower, 61 Nehru Place New Delhi - 110 019

Subject: Renewal of Oracle DB, Internet Application Server, Internet Developer Suite and Oracle BI ATS

Dear Sir/Madam,

Dated this

We confirm that our company is not blacklisted in any manner whatsoever by any central Government department, autonomous organisations, Public Sector Undertakings (PSUs) or any other Government organisations in India on any ground including but not limited to indulgence in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.

It is hereby confirmed that I/We are entitled to act on behalf of our company/ corporation/ firm/ organisation and empowered to sign this document as well as such other documents, which may be required in this connection.

Yours sincerely,
On behalf of [Vendor's Name]
Authorised Signature [In full and initials]:
Name and Title of Signatory:
Address:
Seal/Stamp of <i>Vendor</i> :

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201



Annexure – E

Forwarding Letter

(To be submitted on Vendor's letter head)

The GM - IT
IFCI Tower, 61 Nehru Place

Dear Sir/Madam,

New Delhi - 110 019

To:

Sub: Renewal of Oracle DB, Internet Application Server, Internet Developer Suite and Oracle BI ATS

This is in reference to your above mentioned tender for Renewal of Oracle Database and Oracle BI ATS. Having examined the tender document, the receipt of which is hereby duly acknowledged, we the undersigned, hereby submit our proposal along with necessary supporting documents as desired by IFCI.

Further, we agree to abide by all the terms and conditions as mentioned in the tender document. We have also noted that IFCI reserves the right to consider/ reject any or all applications without assigning any reason thereof.

Date:..../2016

Authorized Signatory.

Name: Designation:

Organization Seal



Annexure - F

Escalation Matrix

(Starting from the person authorized to make commitments to IFCI till the person in rank of CEO / VP)

Delivery Related Issues

				DCvc.	y merateu issues
Name	Organization	Designation	Mobile	Phone	Email address

Service Related Issues

Name	Organization	Designation	Mobile	Phone	Email address

Any changes in the Designations / Contact Persons IFCI need to be informed immediately.

Thanking you,	
Name of the Bidder: -	Verified Signature:
Authorized Signatory: -	
Seal of the Organization:	
Date: Place:	



Annexure - G

Letter Authorizing Representing Executive(s)

Shri/Km./Smt.	son/daughte	r/wife	of		Shri
	/Director/Authorized		presentative	of	M/s
	(Name and Address of Bid		•		-
	re given below is hereby a				
Techno-commercial/O	pening of Financial Bid. Sh	ne / He is also c	ompetent to acc	cept and s	sign any
document in connecti	on with tender regarding	Renewal of	Oracle DB, Inte	rnet App	lication
	oper Suite and Oracle BI				
	y him under his signature				•
1	2		3		
(Specimen Signatures o	of Authorized Representa	tive)			
Name and Address of A	Authorized Representative	е			
5 .					
Date:		C:~~	-+a of A+b out	and Dawa	
		•	ature of Authori	zea Perso	n
Diago			Name:		
Place:		Addı			
		Seal			



Annexure - H

Bidder's Authorization Certificate

То,	
The GM - IT IFCI Tower, 61 Nehru Place New Delhi - 110 019	
	y declare/ certify that {Name/ Designation} is hereby its on behalf of the company/ firm in dealing with Notice dated
He/ She is also authorized to attend clarifications as may be required by y validation, his/ her verified signatures	meetings & submit technical & commercial information/ou in the course of processing the Bid. For the purpose of are as under.
Thanking you,	
Name of the Bidder: -	Verified Signature:
Authorized Signatory: -	
Seal of the Organization:	
Date: Place:	



Annexure - I

OEM's Authorization Format

То	
General Manager (IT) IFCI Limited, IFCI Tower, 61 Nehru Place, New Delhi – 110019.	
Dear Madam/Sir,	
	ne and address) confirm that the following company is a reseller roducts:
We hereby extend our full supportant conditions of RFP for the support	port to the company detailed below as per General Terms & t services offered by them:
NAME OF COMPANY	
ADDRESS OF COMPANY	
TELEPHONE NUMBER	
FAX NUMBER	
authorized distributor in India, w	will be purchasing (OEM Name) products from (OEM NAME) which is able to purchase products for resale from us. duct support services for all support services provided by the pe extended to you, in accordance with (OEM Name) policies.
Yours faithfully,	
Dated: Place:	Sd. /-Seal
	5a. / 5ca.
Note: This letter of authority sho	uld be on the letterhead/certificate form issued by the "Original

Equipment Manufacturer "(OEM) only on its letterhead.