

Annexure IV

QCBS PARAMETERS AND EVALUATION METHODOLOGY

QCBS PARAMETERS				
#	Criteria	Marks	Scale of Marking	Supporting Documents to be submitted along with Bids
A	Experience of the firm	51		
1	No of years of continuous presence as strategy / management consultant in India	7	>= 15 yrs – 7 Marks >=10 < 15 yrs – 5 Marks >=5 < 10 yrs – 4 Marks <5 yrs – 0 Marks	To establish 'Presence in India' - Certificate of Incorporation
2	Cumulative value of completed Management Consulting engagements in India or Globally in Oil & Gas sector related to market entry strategy / business transformation / business strategy / market assessment of minimum value of each assignment is value Rs. 100 Lakhs or above (excluding tax) in the last 7 years till the date of submission of bid. Max 10 projects only will be considered.	8	>=10 Cr – 8 Marks >=6 <10 Cr – 6 Marks >=3 < 6 Cr – 3 Marks < 3 Cr – NIL	To establish assignments / engagements: Work Order / Letter of intent / Engagement letter issued by Client and Client testimonial certifying completion.
3	Similar works done in Oil & Gas sector in India Number of consulting assignments completed in Oil & Gas sector in India related to market entry strategy / business transformation / business strategy / market assessment of minimum value of each assignment is Rs. 80 lakhs or above (excluding tax) in the last 7 years.	12	5 or more completed projects – 10 Marks 2 - 4 completed projects - 7 Marks 1 completed project - 4 marks *Extra 2 marks to be awarded if at least one project has been done in the lubricant sector in India	AND Completion Certificate on Client's letter head certifying completion of the work OR In case the bidder is bound by confidentiality agreement (NDA) signed with Client and is unable to disclose the WO/LOI or Completion certificate. Then a detailed undertaking is to be provided with a Self-certification from the CEO / CFO / COO / Managing Director / Chairman / Country Head of the bidding entity may be accepted. However, the self-certification should clearly indicate the following:
4	Similar works done in Oil & Gas sector Globally. Number of consulting assignments completed in Oil & Gas sector Globally (excluding India) related to market entry strategy / business transformation / business strategy / market assessment of minimum value of each assignment is value Rs.80 lakhs or above (excluding tax) in the last 7 years.	12	5 or more projects – 8 Marks 2 - 4 projects - 6 Marks 1 project - 4 Marks *Extra 4 marks to be awarded if at least one project has been done in the lubricant sector	In case the bidder is bound by confidentiality agreement (NDA) signed with Client and is unable to disclose the WO/LOI or Completion certificate. Then a detailed undertaking is to be provided with a Self-certification from the CEO / CFO / COO / Managing Director / Chairman / Country Head of the bidding entity may be accepted. However, the self-certification should clearly indicate the following:
5	Similar works done in Lubricants sector. Number of consulting assignments Globally (including India) in lubricant sector related to market entry strategy/business transformation / business strategy/ market assessment of minimum value of each assignment is value Rs. 40 lakhs or above (excluding tax) in the last 7 years	12	3 or more projects – 12 Marks 2 projects - 8 Marks 1 project - 4 marks	In case the bidder is bound by confidentiality agreement (NDA) signed with Client and is unable to disclose the WO/LOI or Completion certificate. Then a detailed undertaking is to be provided with a Self-certification from the CEO / CFO / COO / Managing Director / Chairman / Country Head of the bidding entity may be accepted. However, the self-certification should clearly indicate the following:
				Brief of work Contract Period

				Date of Completion Value of work executed Client's references with contact details like Name, Designation, Address, Contact No.
B	Experience of key personnel	24		
1	<p>Project Leader (Downstream Oil & Gas expert)</p> <p>Overall experience of the Project Leader who will oversee and guide the project team members should be 15 years or more in the Oil & Gas sector and executed at least 3 consulting projects related to entry strategy/business transformation/business strategy/ market assessment in the Oil & Gas Sector for a project value of Rs.40 lakhs or above (excluding tax) in the last 12 years</p> <p>A dedicated project leader should be deputed on this project to oversee the complete project team, ensure the quality of deliverables and be available for all key meetings as and when requested by BPCL.</p> <p>*Should have worked in at least 1 project in Lubricants sector (Mandatory)</p>	12	<p>5 or more projects – 9 Marks</p> <p>3 - 4 projects - 7 Marks</p> <p><3 projects – 0 marks</p> <p>*Extra 3 marks to be awarded if at least two projects of submitted projects have been done in the lubricant sector</p>	Resume/CV of the Project Leader (duly certified by CEO / CFO/ POA holder of the company) along with Project Details
2	<p>Project Manager</p> <p>Overall experience of the team members should be 7 years or more in the oil & Gas sector and executed at least 3 consulting projects related to entry strategy / business transformation /business strategy / market assessment in the Oil & Gas Sector for a project value of Rs.40 lakhs or above (excluding tax) in the last 7 years.</p> <p>*Should have worked in at least 1 project in Lubricants sector (Mandatory)</p> <p>A dedicated project manager should be deputed on this project</p>	12	<p>5 or more projects – 9 Marks</p> <p>3 - 4 projects - 7 Marks</p> <p><3 projects – 0 marks</p> <p>*Extra 3 marks to be awarded if at least two projects of submitted projects have been done in the lubricant sector</p>	Resume/CV of the Project Manager (duly certified by CEO / CFO/ POA holder of the company) along with Project Details
C	Business Presentation	25		
1	Methodology / Work Plan / Understanding of scope of work. Robustness of work plan, approach & methodology to meet objectives and timelines of deliverables, with weekly / monthly breakup of activities, specific requirement from BPCL against each activity for effectiveness and milestones	5	On Basis of Presentation	Presentation shall be sought from the Bidder
2	Case studies of similar job done in India or abroad - in Oil & Gas sector (including lubricants) related to market entry strategy / business transformation /business strategy / market assessment	10	On Basis of Presentation	

3	Assessment of the consultant's Project Leader, Project Manager based on interaction & leading questions during presentation	10	On Basis of Presentation	
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Note : For global engagement/contract value not in INR the currency conversion rate to be taken by the bidders on the date of PO awarded, CA certificate for currency conversion rate to INR to submitted to be submitted in such instances.

The following documents should be submitted in support of the Technical Criteria requirement as mentioned above:

Certificate from approved Third Party Inspecting Agency (TPIA) has to provide the list of invoices and work completion certificates or work order/LOI from clients (pertaining to last 7 years ending on the last day of the month previous to the one in which tender is being floated) as checked/verified and confirming qualification of this criterion.

All the bidding document related to Technical Qualification Criteria should be duly verified and certified by any one of the TPIAs which are registered under "NABCB (National Accreditation Board for Certification Bodies) accredited bodies as per requirement of ISO/IEC 17020 as Type A" in QCI NABCB website nabcb.qci.org.in/accreditation/reg_bod_inspection_bodies.php as on date of verification of documents. All charges of the Third party, for attestations and verification shall be borne by the Bidders.

Technical Parameters (80 Marks)

Final Technical Marks shall be converted to 80 marks for QCBS evaluation as follows: (Marks of the Bidder / Highest marks obtained by any bidder) X 80

Final Technical Marks: (Marks of the Bidder / Highest marks obtained by any bidder) X 80

The total marks shall be rounded till 3 decimal places. Only the bidders with final technical marks of 48 and above will be considered for price bid opening and further evaluation.

(Note: The minimum qualifying marks has been taken as 60% of the maximum technical marks (60% of 80))

Price Parameter (20 Marks)

Price Bid

The evaluation against the price parameter shall be done as below:

- The L1 bidder (Lowest Price Quote) shall be allotted full marks i.e. 20 Marks

- The other bidders shall be allotted marks based on the quotes i.e. rankings L2, L3, L4 etc. The formula used for computing the marks shall be as below

Marks of Bidder A = 20 x (Price Quote of L1 Bidder / Price Quote of Bidder A)

The total marks shall be rounded till 3 decimal places

After allotment of marks against the technical and price parameters the award shall be done to the bidder having highest total marks (Technical + Price Parameter)

This job is non-divisible for application of Purchase Preference. The order will be placed on highest marks scorer for the complete job considering QCBS criteria.

An example is given below for easy understanding:

In response to the tender four bids were received Bidder A, B, C and D. The Technical evaluation committee awarded the following marks:

Bidder A: 75 Marks

Bidder B: 80 Marks

Bidder C: 90 Marks

Bidder D: 50 Marks

The technical score of the bidder C having the highest score was awarded 90 Marks. The other bidders will be given marks proportional to the marks secured by them w.r.t. the highest bidder marks. The technical score shall be as below:

Bidder A: $(75/90) \times 80 = 66.667$

Bidder B: $(80/90) \times 80 = 71.111$

Bidder C: $(90/90) \times 80 = 80$

Bidder D: $(50/90) \times 80 = 44.444$

Since Bidder D had secured 44.444 score which is less than 48 the price bid of Bidder D shall not be opened and he shall not be considered for further evaluation.

The Financial proposals of Bidder A, B and C would be opened. Assuming that the following are the prices quoted by the bidders.

Bidder A: INR 120

Bidder B: INR 100

Bidder C: INR 110

The L1 bidder (Lowest Price Quote) i.e. Bidder B shall be allotted full marks i.e. 20 Marks. The other bidders shall be allotted marks based on the rankings as below:

Bidder A: $(100/120) \times 20 = 16.667$

Bidder B: $(100/100) \times 20 = 20$

Bidder C: $(100/110) \times 20 = 18.181$

The summary is tabulated below

Bidder	Technical score (out of 100)	Technical Marks (Out of 80)	Price Quote	Price Marks (Out of 20)	Total Marks (Out of 100)	Standings
Bidder A	75	66.667	120	16.667	83.333	H3
Bidder B	80	71.111	100	20	91.111	H2
Bidder C	90	80	110	18.181	98.181	H1
Bidder D	50	44.444	Not Opened	NA	NA	

In the above instance since Bidder C secured the highest total marks (Technical + Price Parameter) the award of job shall be done to **“Bidder C “subject** to the approval from competent authority.

This job is non-divisible. The order will be placed on highest marks scorer for the complete job considering QCBS criteria.

In the event of two or more bids having the same highest Evaluated Bid Score (Technical + Price Parameters) the bid scoring the highest technical marks will be recommended for award of contract.

Purchase preference based on MSE/PPLC (PP-MII) policy shall be applicable only for the price component of the QCBS criteria.

MSE bidder’s quoting prices within a band of L1 [lowest quoted price] +15% are eligible for matching the L-1 (Non-MSE) bidder [lowest quoted price in price parameters]

PP-LC bidder’s quoting prices within a band of L1 [lowest quoted price] +20% are eligible for matching the L1 (Non-PPLC) bidder. [lowest quoted price in price parameters]

For evaluation of such bidder’s meeting/claiming for MSE or PPLC price preference [subject to fulfilling the respective tender criteria], same commercial weightage (Price Parameter) will be given to those bidders as that of L-1 [lowest quoted price] for evaluation and arriving at the highest Evaluated Bid Score.

In case of equal highest evaluated Bid score between MSE and NON-MSE vendor the MSE vendor shall be awarded the complete job.

In case of equal highest evaluated Bid score between MSE and PPLC vendor the MSE vendor shall be awarded the complete job.