

Date: 08.04.2026

**Broadcast Engineering Consultants India Limited  
(Under Ministry Of Information and Broadcasting)  
C-56A/17, Sector-62, Noida-201307**

**Ref: EOI No. BECIL/Centralized Empanelment/2025/06 Dated: 24/12/2025**

**Corrigendum No.6**

**Subject: Corrigendum to Tender on CPP portal for “EXPRESSION OF INTEREST FOR CENTRALIZED EMPANELMENT OF BACK-END PARTNERS/VENDORS/ASSOCIATES FOR *Cybersecurity & Compliance*”**

<b>S.No</b>	<b>Clause</b>	<b>Original Clause</b>	<b>Amendment Clause</b>
1	3.8.4, Empanelment Fee, Page No. 18		In case of start-up Companies (bidders), a copy of a valid Startup DPIIT certificate shall be attached to claim <b>exemption from the tender fee and empanelment fee.</b>
2	Annexure – 2, Check List, Point No. 16, Page No. 55	Statutory Registrations: 1. Goods and Service Tax Department, 2. TAN 3. PAN 4. ESIC Registration 5. EPFO Registration 6. Labour Department Registration 7. Shop Establishment	Statutory Registrations: 1. Goods and Service Tax Department, 2. TAN 3. PAN 4. ESIC Registration 5. EPFO Registration
3	Annexure – 2, Check List, Point No. 20, Page No. 57	Certificate from CA firm/Statutory Auditor clearly stating the number of Technical employees on bidder’s Payroll for respective scope of work, as on bidding date	Certificate from Human Resource HOD/CA firm/Statutory Auditor clearly stating the number of Technical employees on bidder’s Payroll for respective scope of work, as on bidding date.
4	Annexure – 4, Bid Submission Form, Point No. 13, Page No. 61	Particulars of EMD	Particulars of Empanelment Fee
5	Annexure – 1A to 1E, Point No. 5, Bank Solvency/ Credit facility, Page No. 46-55	The Bidders should have the latest Bank Solvency Certificate from any of the Nationalized Bank for Rs. 50 Lakhs.	The Bidders should have the latest Bank Solvency Certificate from any of the Nationalized Banks, including RBI-listed Scheduled Commercial Banks for Rs. 50 Lakhs.

6	Annexure – 1A to 1E, Point No. 3 and 6, Turnover and Work Experience, Page No. 46-55			<p>The requirement of <b>Annual Average Turnover and prior work experience for Start-up Companies is reduced to Half (1/2)</b> of the prescribed turnover and work experience criteria mentioned in the tender document and corresponding corrigendum/amendments.</p> <p>Applicability Conditions:</p> <ol style="list-style-type: none"> <li>1. The bidder must be: <ul style="list-style-type: none"> <li>o <b>Recognized as a Startup by DPIIT under Startup India.</b></li> </ul> </li> <li>2. <b>The relaxation shall apply to Pre-Qualification Criteria and Technical Evaluation Marking related to turnover and prior work experience.</b></li> </ol> <p>Note:</p> <ul style="list-style-type: none"> <li>• This relaxation does not automatically qualify the bidder; Evaluation shall be carried out based on overall compliance.</li> </ul> <p>In case of any inconsistency, the decision of the procuring authority shall be final and binding.</p>																																									
7	Annexure – 1A to 1E, Point No. 11, ISO Certificate, Page No. 46-55	<p>Company should have ISO Certified in field of Services:</p> <table border="1" data-bbox="608 1547 767 2033"> <tr> <td>1.</td> <td>SO 9001:2015</td> <td>1.</td> <td>ISO Level Certifications –</td> </tr> <tr> <td>2.</td> <td>SO 27001:2013</td> <td>1.</td> <td>ISO 9001:2015 – 1 Mark</td> </tr> <tr> <td>3.</td> <td>SO 20000-1:2011</td> <td>2.</td> <td>ISO 27001:2013 – 1 Mark</td> </tr> <tr> <td>4.</td> <td>SO 45001:2008</td> <td>3.</td> <td>ISO 20000-1:2011 – 1 Mark</td> </tr> <tr> <td>5.</td> <td>SO 50001:2018</td> <td>4.</td> <td>ISO 45001:2008 – 1 Mark</td> </tr> </table>	1.	SO 9001:2015	1.	ISO Level Certifications –	2.	SO 27001:2013	1.	ISO 9001:2015 – 1 Mark	3.	SO 20000-1:2011	2.	ISO 27001:2013 – 1 Mark	4.	SO 45001:2008	3.	ISO 20000-1:2011 – 1 Mark	5.	SO 50001:2018	4.	ISO 45001:2008 – 1 Mark	<p><b>Total Marks – 5</b></p>	<p>Company should have ISO Certified in field of Services:</p> <table border="1" data-bbox="1026 1547 1185 2033"> <tr> <td>1.</td> <td>SO 9001:2015</td> <td>1.</td> <td>ISO Level Certifications –</td> </tr> <tr> <td>2.</td> <td>SO 27001:2013</td> <td>1.</td> <td>ISO 9001:2015 – 2 Mark</td> </tr> <tr> <td>3.</td> <td>SO 20000-1:2011</td> <td>2.</td> <td>ISO 27001:2013 – 2 Mark</td> </tr> <tr> <td></td> <td></td> <td>3.</td> <td>ISO 20000-1:2011 – 1 Mark</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>	1.	SO 9001:2015	1.	ISO Level Certifications –	2.	SO 27001:2013	1.	ISO 9001:2015 – 2 Mark	3.	SO 20000-1:2011	2.	ISO 27001:2013 – 2 Mark			3.	ISO 20000-1:2011 – 1 Mark					<p><b>Total Marks – 5</b></p>
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			5. ISO 50001:2018- 1 Mark	
8	6.2.2, Point No. 1, Page No. 25	The Evaluation Committee would confirm availability of Original Demand Draft for Tender Cost and Empanelment Fee mentioned in <b>Clause no. 3.10.1.</b>		The Evaluation Committee would confirm availability of Original Demand Draft for Tender Cost and Empanelment Fee mentioned in <b>Clause no. 3.8.4.</b>
9	7.2.1, Security Deposit, Page No. 27	The successful bidder shall submit Security Deposit in the form of Bank Guarantee as per <b>Annexure-15</b> with BECIL, within twenty-one (21) days of the date of receipt of Letter of Intent or prior to signing of the contract, whichever is earlier, from a nationalized/scheduled bank acceptable to BECIL payable on demand, for the due performance and fulfilment of the contract by the bidder.		The successful bidder shall submit Security Deposit in the form of Bank Guarantee as per Annexure-15 with BECIL, within twenty-one (21) days of the date of receipt of Letter of Intent or prior to signing of the contract, whichever is earlier, from a nationalized/scheduled bank acceptable to BECIL payable on demand, for the due performance and fulfilment of the contract by the bidder. <b>Security Deposit for the Start-up companies (Recognized as a Start-up by DPIIT under Start-up India.) is exempted.</b>
10	9.1, Point No. (xi), Page No. 41	Wherever required, the empanelled vendor shall provide MAF (Manufacturers Authorization) as per required format in the name of BECIL.		Wherever required, the empanelled vendor shall provide MAF (Manufacturers Authorization).
11	Annexure 13B, Point No. 9, Page No. 94	Original date of completion (DOC)		Original date of completion (DOC)/Ongoing projects <b>Note:</b> For ongoing projects, a CA-certified copy may be submitted.
12	Annexures	BECIL/Centralized Empanelment/2024/03		BECIL/Centralized Empanelment/2024/03 read as BECIL/Centralized Empanelment/2025/03
13	Bid end date/time:  13-04-2026 11:00 AM			Bid end date/time:  20-04-2026 11:00 AM  Bid opening date/time:

	Bid opening date/time:  13-04-2026 17:00 PM		20-04-2026 15:00 PM
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All other terms & conditions of the tender shall remain unaltered.

**S/d**

**Dy. General Manager**

**Response to the Pre-bid queries received from the perspective bidders against the EOI BECIL/Centralized Empanelment/2025/06 dated 24.12.2025 issued for Back-End Partners/ Vendors/ Associates For Cyber Security and Compliance**

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
1	Section-2: Purpose of EOI/Scope of work, 2.1.2		Through this EOI, BECIL aims to achieve its vision and mission by empanelling technology based Back-End Partner/Vendors/Associates to collaborate on various projects.	Requesting you to share the quantity of projects expected and their estimated values envisaged during the empanelment duration.		The quantity of projects and their estimated values during the empanelment period cannot be predetermined. The empanelment does not guarantee any minimum volume of work, and projects shall be awarded on an as-and-when-required basis, as per the requirements of the client.
2	Section-2: Purpose of EOI/Scope of work, 2.1.2. ii		BECIL may, if required, form a Joint Venture/Consortium with the empanelled partner, as per the requirements of the Tender/Project.	Kindly requesting you to share the draft agreement for the JV/Consortium		The JV/Consortium, if required, shall be formed by BECIL with the empanelled partner on a project-specific basis. Accordingly, no draft JV/Consortium agreement is being shared at this stage.
3	6.2.4 Stage-3 of Evaluation of Technical Proposal (d)		All the bidders securing 70% or above marks, will be empanelled with BECIL. Also, a minimum of three vendors shall be empanelled in each category. In case only 2 (or less) vendors qualify for empanelment, the process will be cancelled/re-initiated.	Requesting you to amend the clause as All the bidders securing 60% or above marks, will be empanelled with BECIL. Also, a minimum of three vendors shall be empanelled in each category. In case only 2 (or less) vendors qualify for empanelment, the process will be cancelled/re-initiated.		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
4	Security Deposit, Section 7.2.1		The successful bidder shall submit Security Deposit in the form of Bank Guarantee as per Annexure-15 with BECIL, within twenty-one (21) days of the date of receipt of Letter of Intent or prior to signing of the contract, whichever is earlier, from a nationalized/scheduled bank acceptable to BECIL payable on demand, for the due performance and fulfilment of the contract by the bidder.	Please clarify whether security deposit has to be paid to the Client RFP Or only to BECIL.		The Security Deposit in the form of Bank Guarantee is required to be given by the successful bidder on empanelment (refer clause 7.1)
5	Annexure - 1A, table S.No.6 Work Experience		The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years:	Requesting you to amend the clause as follows The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs/Quasi Government/BFSI for the last five (05) financial years:		As per EOI
6	Indemnity			The Client shall indemnify and hold harmless the Protiviti India for all Losses incurred in connection with any third-party Claim, except to the extent finally judicially determined to have resulted primarily from the fraud or bad faith of such Protiviti India.		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
7	Limitation of the Bidder's Liability towards the Purchaser			<p>The Client (and any others for whom Services are provided) shall not recover from the Bidder, in contract or tort, under statute or otherwise, any amount with respect to loss of profit, data or goodwill, or any other consequential, incidental, indirect, punitive or special damages in connection with claims arising out of this Agreement or otherwise relating to the Services, whether or not the likelihood of such loss or damage was contemplated. The Client (and any others for whom Services are provided) shall not recover from the Bidder, in contract or tort, including indemnification obligations under this contract, under statute or otherwise, aggregate damages in excess of the fees actually paid for the Services that directly caused the loss in connection with claims arising out of this Agreement or otherwise relating to the Services.</p> <p>The Client (and any others for whom Services are provided) shall not recover from the Bidder, in contract or tort, under statute or otherwise, any amount with respect to loss of profit, data or goodwill, or any other consequential, incidental, indirect, punitive or special damages in connection with claims arising out of this Agreement or otherwise relating to the Services, whether or not the likelihood of such loss or damage was contemplated. The Client (and any others for whom Services are provided) shall not recover from the</p>		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
8	Non-solicitation			<p>During the Restricted Period, no Engagement Personnel of either party shall solicit for employment any Engagement Personnel of the other party. "Engagement Personnel" shall be defined as only those personnel of either party who</p> <ul style="list-style-type: none"> <li>a) are directly involved in the provision of Services under the applicable Statement of Work, or</li> <li>b) are the direct recipients of such Services.</li> </ul> <p>The "Restricted Period" shall be defined to include</p> <ul style="list-style-type: none"> <li>a) the Term of the applicable Statement of Work,</li> <li>b) a period of 12 months after the expiration of such Term, and</li> <li>c) for those Engagement Personnel whose involvement as a direct provider or recipient of Services ends prior to the expiration of the Term, for 12 months after such involvement ends</li> </ul> <p>Provided, that this restriction shall not apply to</p> <ul style="list-style-type: none"> <li>a) Engagement Personnel of a party who respond to general advertisements for positions with the other party,</li> <li>b) Engagement Personnel of either party who come to the other party on their own initiative without direct or indirect encouragement from the other party's Engagement Personnel, or</li> <li>c) generic recruiting activities by non-Engagement Personnel, including direct outreach by recruiters of</li> </ul>		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
9	Force Majeure			<p>I. To the extent that the provision of the Services is impacted by a pandemic (including COVID19) and any reasonable concerns or measures taken to protect the health and safety interests of either Party's personnel, the Parties will work together to amend the Agreement to provide for the Services to be delivered in an appropriate manner, including any resulting modifications with respect to the timelines, location, or manner of the delivery of Services.</p> <p>II. Where the Bidder Personnel are required to be present at Client's premises, the Bidder will use reasonable efforts to provide the Services on-site at Client side, provided that, in light of a pandemic the parties agree to cooperate to allow for remote working and/or an extended timeframe to the extent</p> <p>a) any government or similar entity implements restrictions that may interfere with provision of onsite Services</p> <p>b) either party implements voluntary limitations on travel or meetings that could interfere with provision of onsite Services, or</p> <p>c) a bidder's resource determines that he or she is unable or unwilling to travel in light of a pandemic-related risk</p>		As per EOI
10	Termination for Convenience			In case of termination, Client shall pay the Bidder for all work-in progress, Services already performed, and expenses incurred by the Bidder up to and including the effective date of the termination of this Agreement.		As per EOI
11	Retention of copies			On payment of all Protiviti India fees in connection with this Contract, the Client shall obtain a non-exclusive license to use within its internal business, subject to the other provisions of this Contract, any Deliverables or work product for the purpose for which the Deliverables or work product were supplied. Protiviti India retains all rights in the Deliverables and work product, and in any software, materials, know-how and/or methodologies that Protiviti India may use or develop in connection with this Contract.		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
12	Non-Exclusivity			It is agreed that the services are being rendered on a non-exclusive basis and the Bidder shall have the right to pursue business opportunities that it may in its sole discretion deem appropriate.		As per EOI
13	Confidential Information			<p>I. Confidential Information shall include any information which is identified by you at the time of disclosure as being of a confidential nature (including, but not limited to, business plans, products, trade secret processes or methodologies, software, documentation, design specifications, other technical documents and other proprietary rights or information) or that is disclosed to us under circumstances that would lead a reasonable person to understand that such information is confidential or proprietary in nature. Confidential Information does not include information that</p> <p>a) is or becomes generally available to the public without breach by us of our confidentiality obligations under this Services Contract,</p> <p>b) is received by us from a third party without restriction against disclosure,</p> <p>c) was known to us without restriction prior to disclosure, or</p> <p>d) is independently developed by us without subsequent use of Confidential Information</p> <p>II. We shall protect the Confidential Information in a manner consistent with the treatment that we accord to our own Confidential Information of a similar nature, and we shall use and reproduce Confidential Information only to perform our obligations under this Services Contract or for our internal collection, analysis and training purposes.</p>		As per EOI
14	Variation in Scope of Contract			For any changes in the scope beyond the stipulated scope of services mentioned in the RFP, we would request the Client to consider additional professional fees as per mutually agreed terms and conditions.		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
15	Annexure-1A (For Project Value upto Rs. 10 Cr.) Page No. 46	S.No 11 (ISO Certificate)	Company should have ISO Certified in field of Services: 1. ISO 9001:2015 2. ISO 27001:2013 3. ISO 20000-1:2011 4. ISO 45001:2008 5. ISO 50001:2018	For Wider Participation we requesting tender inviting authority to please remove below ISO Certificate: ISO 45001:2008 ISO 50001:2018	As this ISO standard is predominantly applicable to manufacturing companies.	Refer to Point No. 7 of Corrigendum No. 6 Dated: 08.04.2026
16	Annexure-1A (For Project Value upto Rs. 10 Cr.) Page No. 46	(S.No. 6) Work experience	The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years: One (01) No. of Project amounting to Rupees Rs. 04 Cr. OR • Two (02) No. of Projects each amounting to Rs. 2.50 Cr. OR Three (03) No. of Projects each amounting Rs. 2 Cr. Note 1: Value of Consolidated Work Order will be considered as inclusive of all taxes.	We kindly request clarification on whether, under the mentioned scope of work, a single work order is intended to include all items, or if a single scope can also work.		From the submitted work order, BECIL should be able to deduce the work experience. The bidder are required to submit any one criteria out of three category for qualifying.
17	Annexure-1E (CMMI Certificate), Page 11	CMMI certification marking	Since we do not hold a CMMI certification, please confirm whether bidders without CMMI can still qualify under this EOI and if alternative quality/process certifications (e.g., ISO 9001, ISO 27001, ISO 20000-1) will be considered for marking or eligibility.	Allow consideration of equivalent ISO or process maturity certifications where CMMI is not available.	Several firms follow globally accepted ISO frameworks for process and security maturity instead of CMMI, which align with industry standards for IT and cybersecurity delivery.	As per EOI
18	Submission Terms, Page 9	Technical compliance ownership	Clarify if empanelled partner must own 100% technical compliance for project delivery or BECIL will share joint responsibility during tender submission and execution.	Define joint vs individual compliance ownership clearly.	To avoid scope accountability ambiguity.	As per EOI
19	2.2 Scope of Work, Page 8	2.2.1	Total count of the infrastructure, applications, networks for VAPT			Scope of work is general and can not be specified at EOI stage. It will be mentioned in the RFP issued by BECIL as per requirement of client.

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
20	2.2 Scope of Work, Page 9	2.2.3	Do we need to assist in Implementation of Security Controls or our engineer need to implement and configure the devcies.			Scope of work is general and can not be specified at EOI stage. It wil be mentioned in the RFP issued by BECIL as per requirement of client.
21	2.2 Scope of Work, Page 9	2.2.4	What will be the frequency of the VA/PT. Once, twice in a year.			Scope of work is general and can not be specified at EOI stage. It wil be mentioned in the RFP issued by BECIL as per requirement of client.
22	2.2 Scope of Work, Page 9	2.2.6	For compliance monitoring, what cyber security solutions are implemented			Scope of work is general and can not be specified at EOI stage. It wil be mentioned in the RFP issued by BECIL as per requirement of client.
23	2.2 Scope of Work, Page 9	2.2.6	Do bidder need to deploy any full time resource or audit can be done remotely from bidder office.			Scope of work is general and can not be specified at EOI stage. It wil be mentioned in the RFP issued by BECIL as per requirement of client.
24	2.4 (10)	Office Setup	Back-end Partners/Vendors/Associates shall establish offices at project locations	Clarify whether office setup costs may be included in future project-wise financial bids/BOQs.	To enable accurate costing and pricing during participation in project-specific RFPs and ensure financial viability	Bidders are allowed to operate from their functional office. However, as per the client or project requirement selected bidder has to deploy resources at client location.
25	3.4.2-iii (14)	Documents constituting the Bid	The vendors empanelled in a higher financial category, will automatically be eligible to participate in projects of lower financial categories	As we are startup, Allow participation in higher categories subject to fulfilment of project-specific eligibility criteria. Hence Higher Tier Eligibility should be relaxed for Startups.	To enable capable and fast-growing organizations to participate in suitable opportunities aligned with their technical and financial capacity.	Refer to Point No. 6 of Corrigendum No. 6 Dated: 08.04.2026

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26	3.8 -3.8.4 (17)	Empanelment Fee	Empanelment fee is Non-refundable for vendors selected for empanelment	Consider relaxation or reduction of empanelment fee for MSME-registered startups, as per applicable policies.	To encourage participation of emerging technology firms in Government cybersecurity initiatives.	Already mentioned for consideration of the MSE company in clause 3.8.5 of the EOI
27	Annexure 1(A)	Turnover	The bidder shall have an annual average turnover of minimum Rs. 1.67 Cr. from the service listed in clause 2.2 in the previous Three (03) financial years for i.e. 2022-23, 2023-24 and 2024-25.	While we have done lot of work as Cyber Security Product Development & advisory (in last 4 years, 5Cr+), but these are different than Clause 2.2. However, Clause 2.2 is within our capability. Request to consider our experience similar to clause 2.2.	Reconsideration of point	Any work order fulfilling the desired scope of the EOI will be accepted.
28	Annexure 1(A)	Work experience	The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years: One (01) No. of Project amounting to Rupees Rs. 04 Cr	While SapidBlue comes with extensive experience in Cyber Security Industry, especially in building, scaling and transforming Cyber Security Products, it has recently participated in Cyber Security Related projects' bids / competitions by Indian Govts entities. (e.g. AI & Blockchain Security, Specific Cyber Security Products Development for Defence Forces), whereby such participation was also done in partnership with IIT Gandhi Nagar and IIST (Indian Institute of Spaces Science and Technology). Such in-depth experience should be considered in-line with Clause 2.2 and revenues from such projects should be considered as eligible revenues.	Startups often engage with Government projects through collaborative execution models	Refer to Point No. 6 of Corrigendum No. 6 Dated: 08.04.2026
29	Annexure 1(A)-10	CMMI Certificate	Bidder should be Internationally Certified and having CMMI Level III Certified from CMMI Institute in field of Services or Development and must be visible on <a href="https://www.cmmiinstitute.com/pars">https://www.cmmiinstitute.com/pars</a>	As a startup we need time to procure this. Consider time-bound compliance for CMMI certification post-empanelment.	Relaxation for startups	As per EOI
30	Annexure 1(A)-11	ISO Certificate	Company should have ISO Certified in field of Services: 1.ISO 9001:2015 2.ISO 27001:2013 3.ISO 20000-1:2011 4.ISO 45001:2008 5.ISO 50001:2018	For both 6 & 7, CMMI & ISO certifications, should be relaxed for Startups. And more so, if its required, Startups shall be allowed a 12-month time after empanelment to obtain such certification; However, such non-availability of such certification should not be a road-block in getting the projects, even after empanelment.	Relaxation for startups	As per EOI
31	Pg 1	EOI No. BECIL/Centralized Empanelment/2025/06		Pls clarify - If we wish to opt out in any RFP that are issued under the empanelment BECIL will not blacklist or terminate our contract.		Not participating in three consecutive RFP in which the bidder is eligible, leads to termination.

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32	2.2.2 ii c- Pg 8	Policy Development & Compliance Framework		Pls clarify - please share the list of regulations applicable for this clause		As specified in the respective RFP / client requirements.
33	2.3 - Pg 10	Deliverables	Assisting BECIL in preparing and participating in competitive bids/proposals for various projects.	Deloitte will not front end and be part of selection process of any bid		BECIL will participate as the bidder in the client's tendering process.
34	2.4 - Pg 10	Office Setup	Scalability & Flexibility: Ability to scale infrastructure and manpower based on project size, scope, and timelines.	Please clarify the specific scope		Can not be specified in the EOI will be communicated at RFP stage.
35	7.5.1 - Pg 27	Execution of projects post empanelment	Execution of projects post The empanelled vendor, who is declared L1 after price discovery through a separate RFP issued by BECIL, shall execute a separate Contract/Agreement with BECIL for specific project.	Pls confirm, is this for each project/RFP issued under empanelment or bidder have empanelement terms following to all RFPs issued under the same		A separate contract/agreement shall be executed between BECIL and the vendor for each individual project/RFP.
36	8.4 - Pg 28	Idemnity	The Bidder shall indemnify, save, hold harmless and defend BECIL and its officers, servants, employees and agents promptly upon demand and at its expense, from and against any and all suits, proceedings, actions, demands, losses, claims, damages, liabilities, costs (including reasonable attorney's fees and disbursements) and expenses (collectively, "Losses") to which BECIL may become subject, insofar as such losses arise out of, in any way relate to, arise or result from:	Can we change to this as following: Option 1: Indemnity shall be subject to the liability capping (i.e. total contract value of the respective PO/ Work order/ contract under which the liability arises.). Option 2: Deletion of the indemnity and provide indemnity only for the following: a. breach of third party IPE b. employment related claims c. death or bodily injury.  Additionally can we add this condition in Idemnity clause - Client shall indemnify DTTILLP for all third party claims against Deloitte in connection with the services or deliverables.		As per EOI
37	8.10 - Pg 31	PENALTY FOR BREACH OF INTEGRITY, UNLAWFUL/UNETHICAL PRACTICES, AND UNDUE INFLUENCE		Please add below condition in the clause: i. Penalty shall be levied for reasons solely and directly attributable to the Bidder. ii. In no event shall the Penalty in aggregate under a PO/ Work order/ contract ever exceed 5% of the value of such PO/ Work order/ Contract.		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
38	8.12 - Pg 32	RISK AND COST CLAUSE	8.12.1 & 8.12.2	<p>Please add below conditions in clause: Notwithstanding anything contained to the contrary in the RFP and/or Contract, the Bidder shall not be liable to pay for any cost whatsoever incurred by the Client for any reason whatsoever, (i) if the services are performed as per the scope of work agreed between the parties and/or (ii) client terminates the contract and without any proven default on bidder's part. However, any recovery of expenses by the client to carry out the execution of balance of contract where termination is done on the default of the bidder shall be (i) subject to the reasons proven to solely and directly attributable to the Bidder and (ii) mutually discussed with Bidder. In such scenario, bidder's liability shall be limited to 10% of the fees received by us for the services proved to be delayed by bidder.</p>		As per EOI
39	8.13- Pg 32	PENALTIES	<p>8.13.1 In the event of any penalties, deductions, disincentives, or charges levied by the Client due to poor or substandard quality of work, non-compliance with service standards, or any deficiencies related to the assigned scope of work, the same shall be recovered from the Bidder.</p> <p>8.13.2 The Bidder shall bear the full financial responsibility for such penalties or deductions imposed on BECIL by the Client and will not be entitled to claim any reimbursement or adjustment for the same.</p>	<p>Please add below condition in the clause: i. Penalty shall be levied for reasons solely and directly attributable to the Bidder. ii. In no event shall the Penalty in aggregate under a PO/ Work order/ contract ever exceed 5% of the value of such PO/ Work order/ Contract.</p>		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
40	8.14 - Pg 32	CONFIDENTIALITY	8.14.1 & 8.14.2	<p>Please add below assumptions in the clause:</p> <p>Permitted Disclosure: The Disclosing Party agrees that if the Confidential Information is required to be disclosed pursuant to any order or requirement from court, administrative or governmental agency, such Confidential Information can be disclosed, provided the Receiving Party gives, if legally permitted, the Disclosing Party a prompt written notice of such order or requirement and an opportunity to contest or seek an appropriate protective order under law.</p> <p>Retention: The Bidder may retain copies of such Confidential Information reasonably required to be retained in accordance with law, regulation, professional standards and standard archival processes</p> <p>Term: The confidentiality obligations shall survive for a period of one year post termination of the engagement.</p>		As per EOI
41	8.15 - Pg 33	RIGHT TO INSPECTION	8.15.1 & 8.15.2	<p>Please add below assumptions in the clause:</p> <p>that in no event shall any access be provided to, Bidder's networks or systems or premises or restricted areas in premises.</p> <p>The results of any such inspection or testing shall be kept confidential not be published or shared with any third party.</p> <p>This right shall be only for the term of the Contract</p> <p>Such 3rd party audit is subject to signing an NDA.</p> <p>Bidder shall only be liable to provide soft copies of time and expense sheet for audit.</p>		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
42	8.16 - Pg 33	TERMINATIONS	8.16.1 to 8.16.4	Please add below assumption to this clause: 1. Bidder may terminate the contract by a written notice to the Client if Bidder determine that a law, regulation, or anything having a similar import, or a circumstance (including cases where Client's ownership or constitution has changed), makes Bidder performance of the contract impermissible or in conflict with independence or professional rules applicable to Bidder. 1.2. Upon termination, Client agrees to pay Bidder for all services performed up to the effective date of termination.		As per EOI
43	8.33 - Pg 40	LIQUIDATED DAMAGES	If the Bidder fails to achieve the completion of the work in accordance with the scheduled completion date as given in the Contract or the subsequent Work Order issued thereto, BECIL may without prejudice to any other right or remedy available to it as under the Contract or Law	Please add below assumption to this clause: Under the PO/ Work order/ Contract signed pursuant to the empanelment, in no event shall the LD exceed 10 % of the value of the PO/ WO / Contract under which it arises. LD shall be levied for reasons solely and directly attributable to the bidder		As per EOI
44	9.1 (v) - Pg 42	Special Terms & Conditions	In case the empanelled vendor fails to respond to BECIL's EOI/RFP on 03 successive occasions, BECIL may at its discretion cancel the empanelment of the vendor and forfeit the Empanelment fee and Security Deposit	Pls confirm, if we can get exemption if the 3 successive RFPs do not meet our internal approvals		Not participating in three consecutive RFP in which the bidder is eligible, leads to termination.
45	Annexure 1 A - Pg 46	ISO Certificate	2. ISO 27001:2013 3. ISO 20000-1:2011	We should have latest standards for ISO 27001 and ISO 20000		Refer to Point No. 7 of Corrigendum No. 6 Dated: 08.04.2026

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
46	6.4 - Pg 78	INDEMNITY	<p>The Empanelled vendor shall indemnify, save, hold harmless and defend BECIL and its officers, servants, employees and agents promptly upon demand and at its expense, from and against any and all suits, proceedings, actions, demands, losses, claims, damages, 79 liabilities, costs (including reasonable attorney's fees and disbursements) and expenses (collectively, "Losses") to which BECIL may become subject, insofar as such losses arise out of, in any way relate to, arise or result from:</p> <p>a) Any Compensation/ claim or proceeding by any third party against BECIL arising out of any act, deed or omission by the Empanelled vendor;</p> <p>b) Any breach by the Empanelled vendor of any of its obligations under this MoU or from any negligence under the MoU, including any errors or deficiencies in the performance its scope of work.</p> <p>That BECIL shall have no liability whatsoever</p>	<p>Can we change to this as following:  Option 1: Indemnity shall be subject to the liability capping (i.e. total contract value of the respective PO/ Work order/ contract under which the liability arises.).  Option 2: Deletion of the indemnity and provide indemnity only for the following:  a. breach of third party IPE  b. employment related claims  c. death or bodily injury.</p> <p>Additionally can we add this condition in Idemnity clause - Client shall indemnify DTTILLP for all third party claims against Deloitte in connection with the services or deliverables.</p>		As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
47	6.12 - Pg 81	RISK AND COST CLAUSE	In case of persistent breach/default of the terms and conditions of the MoU and due to abnormal delay (beyond the maximum late delivery in the Liquidated damages clause) in supplies, defective supplies or non-fulfilment of any of the terms and conditions of the RFP and the Work Order, BECIL may cancel the MoU/Work Order in full or part thereof, and will procure supplies/equipment's or ensure the execution of work or any pending service in case of service MoU from other willing vendor at the risk and cost of the Empanelled vendor. ii) Risk & Cost Clause, in line with Conditions of MoU may be invoked in any of the following cases: a. Empanelled vendor's poor progress of the work vis-à-vis execution timeline as stipulated in the MoU, backlog attributable to Empanelled vendor including unexecuted portion of work/ supply does not appear to be executable within balance available period.	Please add below conditions in clause: Notwithstanding anything contained to the contrary in the RFP and/or Contract, the Bidder shall not be liable to pay for any cost whatsoever incurred by the Client for any reason whatsoever, (i) if the services are performed as per the scope of work agreed between the parties and/or (ii) client terminates the contract and without any proven default on bidder's part. However, any recovery of expenses by the client to carry out the execution of balance of contract where termination is done on the default of the bidder shall be (i) subject to the reasons proven to solely and directly attributable to the Bidder and (ii) mutually discussed with Bidder. In such scenario, bidder's liability shall be limited to 10% of the fees received by us for the services proved to be delayed by bidder.		As per EOI
48	Clause 5.3 (X), page 77	Responsibilities of the Empanelled Vendor	In case the empanelled vendor fails to respond to BECIL's EOI/RFP on 03 successive occasions, BECIL may at its discretion cancel the empanelment of the vendor and forfeit the Empanelment fee and Security Deposit.	Request to be deleted or modified that if the bidder responds in denial to participate then it should not be taken as non responsive	This may lead to ambiguity and unwanted forfeiture	As per EOI
49	Pg 46, clause 6	Project value for upto 10 crs	Aggregate Project Value: 1. Rs. 04 Cr. to 07 Cr.– 10 Marks 2. Rs. 07 Cr. to Rs. 10 Cr.– 15 Marks 3. More than 10 Cr. – 20 Marks	Aggregate Project Value: 1. Rs. 01 Cr. to 07 Cr.– 10 Marks 2. Rs. 02 Cr. to Rs. 10 Cr.– 15 Marks 3. More than 3 Cr. – 20 Marks	Request to accommodate this asl	As per EOI
50	Pg 46, clause 10	Project value for upto 10 crs	CMMI Certificate	CMMI to be expempted	CMMI is for software services and these are cyber security project ask	As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
51	Pg 34, clause 8.16.4	Termination for Convenience	BECIL can terminate the Agreement by serving a 30 day notice without assigning any cause or reason to the Bidder/ selected agency. The contract shall be deemed terminated after a period of 30 days from the date of termination notice.	This clause to be terminated	Termination due to convenience is not as per industry practice	As per EOI
52	Clause No. 2 Page No. 49	Annexure-1C	Paid-up Capital: Bidder must have minimum of Rs. 6 lakhs of Paid-up Capital	With reference to the eligibility criterion, we wish to inform you that we have recently enhanced our paid-up capital to meet the requirement. The updated details will be reflected shortly on the MCA website and can also be verified by BECIL. We request your kind consideration to allow us to participate in the higher category for empanelment.		As per EOI
53	Clause No. 6 Page No. 49	Annexure-1C	Work experience: The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years: <ul style="list-style-type: none"> <li>• One (01) No. of Project amounting to Rupees Rs. 36 Cr.</li> <li>OR</li> <li>• Two (02) No. of Projects each amounting to Rs. 22.50 Cr.</li> <li>OR</li> <li>• Three (03) No. of Projects each amounting Rs. 18.00 Cr.</li> </ul> Note 1: Value of Consolidated Work Order will be considered as inclusive of all taxes.	With reference to the eligibility criterion, we request that private listed companies (listed on BSE or NSE) and private company experience be included to enable greater participation.	Will encourage wider participation and ensure competitive and capable bidders.	As per EOI
54	Clause No. 11 Page No. 50	Annexure-1C	ISO Certificate: Company should have ISO Certified in field of Services: 1. ISO 9001:2015 2. ISO 27001:2013 3. ISO 20000-1:2011 4. ISO 45001:2008 5. ISO 50001:2018	With reference to the eligibility criterion, ISO 45001:2008 and ISO 50001:2018 primarily relate to international standards for occupational health and safety and energy management systems and are generally applicable to organizations such as production units or factories. We believe these certifications are not essential for this empanelment. We therefore request you to kindly amend this clause and remove the requirement for these ISO certifications.	These certifications are not directly relevant to cloud service delivery; removal will enhance participation without impacting quality.	Refer to Point No. 7 of Corrigendum No. 6 Dated: 08.04.2026

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
55	Clause No. 3.8.4 Page No. 17	3.8 Correspondence with Bidder	Empanelment Fee and Tender fee	We respectfully request waiver of the tender fee and empanelment fee for this process, as such fees are generally not levied by most PSUs and Government departments.	Waiver will encourage wider participation and emerging technology providers, and will align the process with standard government procurement practices.	As per EOI
56	Clause No. 7.2.2 Page No. 25	7.2 Security Deposit	Security Deposit: details of Security Deposit are as follows: Annexure no. Project Value Security Deposit Annexure-1A Upto Rs. 10 Cr. Rs 5 Lakhs Annexure-1B Rs. 10 Cr. to Rs. 30 Cr. Rs. 15 Lakhs Annexure-1C Rs. 30 Cr. to Rs. 60 Cr Rs. 30 lakhs Annexure-1D Rs. 60 Cr. to Rs. 100 Cr. Rs. 50 lakhs Annexure-1E More than Rs. 100 Cr. Rs. 75 lakhs	We request that the security deposit be collected at the time of individual tender participation on a tender-to-tender basis, rather than at the initial empanelment stage	This will reduce the upfront financial burden on empanelled vendors and ensure that the security deposit is directly linked to actual project participation.	As per EOI
57	Section 9 Page No. 42	9.1 (ix) Special Terms & Conditions	The empanelled vendor shall respond to each request for quotation raised by BECIL within stipulated time decided by BECIL. In case the empanelled vendor fails to respond to BECIL's EOI/RFP on 03 successive occasions, BECIL may at its discretion cancel the empanelment of the vendor and forfeit the Empanelment fee and Security Deposit.	We request you to kindly amend this clause. In certain cases, BECIL may issue EOI/RFPs that are specific to particular OEM products or services. If an empanelled vendor does not offer those specific OEM solutions, they may be unable to participate in such bids. Treating such non-participation as a failure to respond could lead to unjustified cancellation of empanelment and forfeiture of fees. Therefore, we request that non-submission in cases where the scope does not align with the vendor's offered products/services may be excluded from the count of non-responses.	We request BECIL to kindly amend this clause to ensure that non-participation in EOI/RFPs issued for specific OEM products or services not offered by an empanelled vendor is not treated as a failure to respond or grounds for cancellation of empanelment	Not participating in three consecutive RFP in which the bidder is eligible leads to termination.
58				Suggestion: We request BECIL to introduce a new clause allowing bidders, in case of ongoing projects, to submit the work order along with a CA certificate clearly mentioning invoices and billing done up to the BECIL tender submission date, where the completion certificate is not available.		Refer to Point No. 11 of Corrigendum No. 6 Dated: 08.04.2026

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
59	Annexure-1A Page-46	6. Work Experience	<p>The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years:</p> <p>One (01) No. of Project amounting to Rupees Rs. 04 Cr. OR Two (02) No. of Projects each amounting to Rs. 2.50 Cr. OR Three (03) No. of Projects each amounting Rs. 2 Cr.</p> <p>Note 1: Value of Consolidated Work Order will be considered as inclusive of all taxes.</p> <p>Aggregate Project Value: 1.Rs. 04 Cr. to 07 Cr.– 10 Marks 2.Rs. 07 Cr. to Rs. 10 Cr.– 15 Marks 3.More than 10 Cr. – 20 Marks</p>	<p><b>Request you to kindly modify the clause as below:</b></p> <p>The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs/ <b>BFSI/ Enterprises</b> for the last five (05) financial years:</p> <p>One (01) No. of Project amounting to Rupees Rs. <b>1 Cr.</b> OR Two (02) No. of Projects each amounting to Rs. <b>50 Lakh.</b> OR Three (03) No. of Projects each amounting Rs. <b>25 Lakh.</b></p> <p>Note 1: Value of Consolidated Work Order will be considered as inclusive of all taxes.</p> <p>Aggregate Project Value: <b>1.Rs. 25 lakh. to 50 Lakh.– 10 Marks</b> <b>2.Rs. 50 Lakh. to Rs. 1 Cr.– 15 Marks</b> <b>3.More than 1 Cr. – 20 Marks</b></p>	<p>We would request to amend the clause to encourage wider participation, particularly from firms and professionals who have recently started their practice and are registered as MSMEs.</p> <p>At the current project value asked, many capable bidders entities may not meet the eligibility thresholds despite possessing the required technical competence and resources.</p>	As per EOI
60	Annexure-1A Page-46	8.Execution of Project in India / Abroad	<p>The Bidder should have executed Projects in India/Abroad.</p> <p>Projects in States across India - 1.Upto 01 State – 3 Marks 2.02 to 03 States – 5 Marks 3.More than 03 States – 10 Marks</p>	We request you to kindly delete the clause	<p>The clause is recommended for deletion, as bidders may have executed numerous projects in one state.</p> <p>Disregarding experience from other states could lower their marks and adversely impact the evaluation</p>	As per EOI
61	Annexure-1A Page-46	11.ISO Certifications	<p>Company should have ISO Certified in field of Services:</p> <ol style="list-style-type: none"> <li>1. ISO 9001:2015</li> <li>2. ISO 27001:2013</li> <li>3. ISO 20000-1:2011</li> <li>4. ISO 45001:2008</li> <li>5. ISO 50001:2018</li> </ol>	<p><b>Request you to kindly modify the clause as below:</b></p> <p>Company should have <b>any 3</b> ISO Certified in field of Services:</p> <ol style="list-style-type: none"> <li>1. ISO 9001:2015</li> <li>2. ISO 27001:2013</li> <li>3. ISO 20000-1:2011</li> <li>4. ISO 45001:2008</li> <li>5. ISO 50001:2018</li> </ol>		Refer to Point No. 7 of Corrigendum No. 6 Dated: 08.04.2026

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
62	Annexure 1 for PQ Page no 46 & 47	Clause 6 - Work experience	The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years:	The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years, <b>and till the BID submission date</b>		As per EOI
63	Additional	additional	The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years:	1. We understand that in case of completed projects, the date of completion of the project would be consider. <b>Kindly confirm.</b>  2. ongoing project would also be consider. <b>Kindly confirm.</b>		1. Confirmed 2. Refer to Point No. 11 of Corrigendum No. 6 Dated: 08.04.2026
64	Clause No. 11, Page No. 52	ISO Certification (Pre-Qualification criteria & Technical evaluation criteria)	Company should have ISO Certified in field of Services: 1. ISO 9001:2015 2. ISO 27001:2013 3. ISO 20000-1:2011 4. ISO 45001:2008 5. ISO 50001:2018	<b><u>Minimum Pre-qualification Criteria</u></b>  <b>Request you to kindly amend this clause as below:</b> The Bidder shall possess a minimum of any four (4) valid ISO certifications, issued by an accredited certification body and valid as on the date of bid submission. The acceptable ISO certifications shall include: 1. ISO 9001:2015 2. ISO 27001:2013 3. ISO 20000-1:2011 4. ISO 14001 5. ISO 45001:2008 6. ISO 50001:2018  For the purpose of eligibility, <b>ISO 45001 and ISO 50001 shall be treated as optional</b> certifications. Submission of these certifications shall not be mandatory, provided the Bidder fulfils the requirement of possessing <b>any four (4)</b> ISO certifications from the above list. <b>ISO 14001 shall be accepted as a valid and applicable certification</b> under this clause.  <b><u>Technical Evaluation (Marking)</u></b>  <b>Request you to kindly amend this marking</b>	This amendment ensures adherence to established public procurement principles of fair competition, proportional qualification criteria, and wider participation, while continuing to safeguard governance, quality assurance, and compliance requirements appropriate to IT and software service delivery projects.	Refer to Point No. 7 of Corrigendum No. 6 Dated: 08.04.2026

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
65	Clause No. 6, Page No. 51	Work experience (Pre-Qualification criteria & Technical evaluation criteria)  For criteria- Annexure-1E (For Project Value more than Rs. 100 Cr.)	The bidders must have experience in the scope of work mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years: <ul style="list-style-type: none"> <li>• One (01) No. of Project amounting to Rupees Rs. 80 Cr. OR</li> <li>• Two (02) No. of Projects each amounting to Rs. 60 Cr. OR</li> <li>• Three (03) No. of Projects each amounting Rs. 40 Cr.</li> </ul> Note: Value of Consolidated Work Order will be considered as inclusive of all taxes. .  <b>Technical evaluation Marking</b> Total Marks – 20  Aggregate Project Value:  1. Rs. 80 Cr. to Rs. 120 Cr. – 10 Marks 2. Rs. 120 Cr. to Rs. 150 Cr.– 15 Marks 3. More than 150 Cr. – 20 Marks	<b><u>Minimum Pre-qualification Criteria</u></b>  <b>Request you to kindly amend this clause as below:</b>  The bidders must have experience in the scope of work mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years: <ul style="list-style-type: none"> <li>• One (01) No. of Project amounting to Rupees Rs. 60 Cr. OR</li> <li>• Two (02) No. of Projects each amounting to Rs. 30 Cr. OR</li> <li>• Three (03) No. of Projects each amounting Rs. 15 Cr.</li> </ul> <b>Technical Evaluation (Marking)</b>  <b><u>Request you to kindly amend this marking criteria as below:</u></b>  Total Marks – 20 Aggregate Project Value: 1. Rs. 60 Cr. to Rs. 70 Cr. – 10 Marks 2. Rs. 71 Cr. to Rs. 80 Cr. – 15 Marks 3. More than Rs. 80 Cr. – 20 Marks Note: Value of Consolidated Work Order will be	In higher empanelment categories, bidders' financial capacity and scale are already comprehensively assessed through turnover, net worth, bank solvency, empanelment fee, and security deposit requirements. The proposed revision to the work-experience marks slabs ensures that experience evaluation focuses on the relevance and execution of comparable Government/PSU projects, rather than re-assessing financial scale, thereby maintaining balance, objectivity, and consistency in technical evaluation.	As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
66	Clause No. 3.8.4, Page No. 16  Clause No. 24 Page No. 24	Empanelment Fee & Security Deposit	<p><b>Empanelment Fee</b> Annexure-1A : 50,000/- Annexure-1B : 1,00,000/- Annexure-1C : 1,50,000/- Annexure-1D : 2,50,000/- Annexure-1E : 5,00,000/-</p> <p><b>Security Deposit</b> Annexure-1A : Rs 5 Lakhs Annexure-1B : Rs 15 Lakhs Annexure-1C : Rs. 30 lakhs Annexure-1D : Rs. 50 lakhs Annexure-1E : Rs. 75 lakhs</p>	Kindly consider <b>reduction of the Empanelment Fee</b> across the applicable project value slabs, <b>as well as reduction of the Security Deposit</b> requirement at the empanelment stage.	In Government and PSU empanelment processes, the empanelment fee is generally kept nominal, particularly where the fee is non-refundable, and bidders are also required to furnish Security Deposit / Performance Security at the empanelment stage. Considering the cumulative upfront financial commitments towards Tender Fee, non-refundable Empanelment Fee, and Security Deposit (as per Clause 7.2), the proposed reduction would be aligned with prevailing Government empanelment practices and would facilitate wider participation without impacting the empanelment process.	As per EOI
67	2.4 (10)	Office Setup	Back-end Partners/Vendors/Associates shall establish offices at project locations	Clarify whether office setup costs may be included in future project-wise financial bids/BOQs.	To enable accurate costing and pricing during participation in project-specific RFPs and ensure financial viability	Depend on project requirement on case to case basis.
68	3.4.2-iii (14)	Documents constituting the Bid	The vendors empanelled in a higher financial category, will automatically be eligible to participate in projects of lower financial categories	As we are startup, Allow participation in higher categories subject to fulfilment of project-specific eligibility criteria. Hence Higher Tier Eligibility should be relaxed for Startups.	To enable capable and fast-growing organizations to participate in suitable opportunities aligned with their technical and financial capacity.	As per EOI
69	3.8 -3.8.4 (17)	Empanelment Fee	Empanelment fee is Non-refundable for vendors selected for empanelment	Consider relaxation or reduction of empanelment fee for MSME-registered startups, as per applicable policies.	To encourage participation of emerging technology firms in Government cybersecurity initiatives.	Already mentioned for consideration of the MSE company in clause 3.8.5 of the EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
70	Annexure 1(A)	Turnover	The bidder shall have an annual average turnover of minimum Rs. 1.67 Cr. from the service listed in clause 2.2 in the previous Three (03) financial years for i.e. 2022-23, 2023-24 and 2024-25.	While we have done lot of work as Cyber Security Product Development & advisory (in last 4 years, 5Cr+), but these are different than Clause 2.2. However, Clause 2.2 is within our capability. Request to consider our experience similar to clause 2.2.	Reconsideration of point	As per EOI
71	Annexure 1(A)	Work experience	The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years: One (01) No. of Project amounting to Rupees Rs. 04 Cr	While SapidBlue comes with extensive experience in Cyber Security Industry, especially in building, scaling and transforming Cyber Security Products, it has recently participated in Cyber Security Related projects' bids / competitions by Indian Govts entities. (e.g. AI & Blockchain Security, Specific Cyber Security Products Development for Defence Forces), whereby such participation was also done in partnership with IIT Gandhi Nagar and IIST (Indian Institute of Spaces Science and Technology). Such in-depth experience should be considered in-line with Clause 2.2 and revenues from such projects should be considered as eligible revenues.	Startups often engage with Government projects through collaborative execution models	Refer to Point No. 6 of Corrigendum No. 6 Dated: 08.04.2026
72	Annexure 1(A)-10	CMMI Certificate	Bidder should be Internationally Certified and having CMMI Level III Certified from CMMI Institute in field of Services or Development and must be visible on <a href="https://www.cmmiinstitute.com/pars">https://www.cmmiinstitute.com/pars</a>	As a startup we need time to procure this. Consider time-bound compliance for CMMI certification post-empanelment.	Relaxation for startups	As per EOI
73	Annexure 1(A)-11	ISO Certificate	Company should have ISO Certified in field of Services: 1.ISO 9001:2015 2.ISO 27001:2013 3.ISO 20000-1:2011 4.ISO 45001:2008 5.ISO 50001:2018	For both 6 & 7, CMMI & ISO certifications, should be relaxed for Startups. And more so, if its required, Startups shall be allowed a 12-month time after empanelment to obtain such certification; However, such non-availability of such certification should not be a road-block in getting the projects, even after empanelment.	Relaxation for startups	As per EOI
74	3 Page No. 45, 47, 49, 51 & 53	Turnover	The bidder shall have an annual average turnover of minimum Rs. xxxxx Cr. from the service listed in clause 2.2 in the previous Three (03) financial years for i.e. 2022-23, 2023-24 and 2024-25.	We request you to accept the consolidated turnover for bid qualification, as separate segment-wise audited financials are not audited and not available.	To have more participation from qualified bidders.	As per EOI

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
75	6 Page No. 46, 47, 49, 51 & 53	Work experience	<p>The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs for the last five (05) financial years: One (01) No. of Project amounting to Rupees Rs. 04 Cr. <b>OR</b> Two (02) No. of Projects each amounting to Rs. 2.50 Cr. <b>OR</b> Three (03) No. of Projects each amounting Rs. 2 Cr.</p> <p><b>Note 1: Value of Consolidated Work Order will be considered as inclusive of all taxes.</b></p> <p>Total Marks – 20 Aggregate Project Value: 1. Rs. 04 Cr. to 07 Cr.– 10 Marks 2. Rs. 07 Cr. to Rs. 10 Cr.– 15 Marks 3. More than 10 Cr. – 20 Marks</p>	<p>We request you to consider the project experience from BFSI sector for bid qualification and amend the clause as following: "The bidders must have experience in the specialized categories mentioned in clause 2.2 in providing service to various State/Central Government Organizations/PSUs/BFSI for the last five (05) financial years."  This query is for all Five Categories of empanelment:  As per this clause requirement, the bidder having One or Two or Three projects each amounting as indicated, will qualify for bid, but the bidder will not get maximum marks in the same. Please clarify, the project value given in marking system is correct as per the One or Two or Three Projects amounting requirement.</p>	<p>To have more participation from qualified bidders.  The qualifying bidder will not getting maximum marks in evaluation</p>	As per EOI
76	11 Page No. 55	Check List	Work Experience: Form 13 B Experience Certificate	Since the experience certificate issued by the client is in their own format and does not contain all the details prescribed in Form 13B, we kindly request you to accept Form 13B submitted on the bidder's letterhead with all required information.	-	Bidders are required to submit Annexure 13B on its letter head. Client completion certificate or endorsements of work shall be submitted along with Annexure 13B.
77	16 Page No. 56	Check List	Statutory Registrations: Labour Department Registration	We request that this requirement be made optional for bidders who are registered under the Shops and Establishments Act with the Labour Department.	-	Refer to Point No. 2 of Corrigendum No. 6 Dated: 08.04.2026
78	19 Page No. 56	Check List	Bank Solvency/ Credit facility: Solvency Certificate from any Nationalized Bank, not older than 6 months from the date of publishing of bid	We request acceptance of solvency certificates issued by RBI-listed Scheduled Commercial Banks also.	To have more participation from qualified bidders.	Refer to Point No. 5 of Corrigendum No. 6 Dated: 08.04.2026
79	20 Page No. 56	Check List	Technical Employee Strength of Bidder/ Specialized Professionals: Certificate from CA firm/Statutory Auditor clearly stating the number of Technical employees on bidder's Payroll for respective scope of work, as on bidding date	We request you to accept declaration/undertaking from HOD of Human Resources department along with last 3 months EPF challan copy instead of Certificate from CA firm/Statutory Auditor.	This is the standard supporting requirement ask in other tenders from Central/State government/PSU's for Technical employee strength.	Refer to Point No. 3 of Corrigendum No. 6 Dated: 08.04.2026

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
80	22 Page No. 56	Check List	ISO Certificate: ISO 50001: 2018	We request you to make this requirement as an optional for marking system.	To have more participation from qualified bidders.	Refer to Point No. 7 of Corrigendum No. 6 Dated: 08.04.2026
81	Section 2.2.4 Page No. 8	Section 2.2.4 –Vulnerability Assessment & Penetration Testing (VAPT)	Conduct periodic VAPT and submit VAPT reports with certification	Kindly clarify whether Vulnerability Assessment and Penetration Testing (VAPT) execution and certification carried out by CERT-In empanelled third-party auditors, coordinated by the empanelled Back-end Partner, shall be considered compliant with the scope defined in this EOI/RFP.	CERT-In certification is legally required and typically executed by empanelled auditors.	Scope of work is general and can not be specified at EOI stage. It will be mentioned in the RFP issued by BECIL as per requirement of client.
82	Section 2.2 Page No. 9	Section 2.2 – Scope of Work	Security assessment, control implementation and monitoring	Please clarify whether the scope of work includes hands-on implementation on end-customer on-premises infrastructure, or whether it is limited to advisory services, cloud-based security solutions, and managed security services.	To define responsibility boundaries and onsite liability.	Scope of work is general and can not be specified at EOI stage. It will be mentioned in the RFP issued by BECIL as per requirement of client.
83	Section 2.3 Page No. 10	Section 2.3 – Deliverables	Assisting BECIL in preparing and participating in competitive bids	Kindly clarify whether bid preparation and presales effort costs are success-based or recoverable upon project award.	Presales effort involves significant technical and commercial resources.	As per EOI
84	Section 2.3 Page No. 10	Section 2.3 – JV / Consortium	Entering into Joint Venture / Consortium with BECIL	Please clarify whether the Joint Venture (JV) / Consortium arrangement shall be project-specific, and whether execution of a master JV/Consortium agreement is mandatory at the EOI empanelment stage or only at the project/RFP stage, as applicable.	To assess legal and contractual exposure at empanelment stage.	Project specific
85	Section 2.3 Page No. 10	Section 2.3 – PPP / BOOT	Implementation under PPP / BOOT models	Kindly clarify whether Back-end Partners are expected to bring any financial or capital investment under this empanelment, or whether their role is limited to technical, operational, and execution support for awarded projects. Kindly clarify whether implementation under PPP or BOOT models is mandatory for all empanelled Back-end Partners, or whether such models shall be project-specific and optional, based on mutual agreement and project requirements.	PPP / BOOT models involve financial commitments that require prior clarity. Ensures PPP/BOOT participation is optional and negotiated	Project specific
86	Section 2.3 Page No. 10	Section 2.3 – Exclusivity	Provide exclusive rights to BECIL for products/services	Please clarify that exclusivity, where applicable, shall be project-specific and non-restrictive, and shall not limit the Partner from serving other clients.	To avoid unintended business and revenue restrictions.	Project specific

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
87	Section 2.4 Page No. 10	Section 2.4 – Office Setup	Establish offices at project locations across the country	Kindly clarify that the requirement for office setup and manpower deployment at project locations shall be applicable only after project award, and not at the empanelment stage under this EOI.	Office setup involves operational and financial commitments.	Nor required at this stage. May depends on client requirement for which BECIL will issue RFP sperately.
88	Section 2.4 Page No. 11	Section 2.4 – Project Manager Deployment	Deployment of one Project Manager at BECIL office	Please confirm that the requirement to deploy one Project Manager at BECIL office shall be applicable only upon award of a specific project to the empanelled Back-end Partner.	To align manpower deployment with active project execution.	Nor required at this stage. May depends on client requirement for which BECIL will issue RFP sperately.
89	Section-4 & Annexure-1A to 1E (Page 22 & Pages 45–54)	Pre-Qualification Criteria – Financial Eligibility (Turnover & Net Worth)	The EOI prescribes minimum Turnover and Net Worth criteria under Annexure-1A to 1E. There is no explicit provision for DPIIT-recognized Startups. Kindly clarify whether such Startups are eligible for exemption from these financial criteria.	Insert a Startup Exemption Clause stating that DPIIT-recognized Startups shall be exempted from Turnover and Net Worth/ Profit criteria, subject to fulfillment of technical capability, certifications, and experience requirements.	As per Rule 173(i) of GFR, 2017: "In procurement of goods or services, the condition of prior turnover and prior experience shall not be specified for Micro and Small Enterprises and Startups (recognized by DPIIT) subject to meeting of quality and technical specifications." Also aligned with DPIIT Startup India Public Procurement Policy.	Refer to Point No. 6 of Corrigendum No. 6 Dated: 08.04.2026
90				extension of the bid submission deadline by 2 weeks		Already Extended
91	Page 47, Point No. 05,	Bank Solvency Certificate	As per EOI, it this has to be from Nationalized Banks.	We have accounts in scheduled banks (HSBC) and so request acceptance. Please note this is not a financial instrument (PBG, EMD etc) and is only a statement from our banker.		Refer to Point No. 5 of Corrigendum No. 6 Dated: 08.04.2026
92	Page 48 Point No. 09	Technical Employee Strength		We intend to mention all employees involved in technical divisions/roles as no specific educational qualifications are mentioned. The certificate will be from authorized signatory in HR Department, who has direct access to the official employee records. Request confirm there are any other specific qualifications needed.		Refer to Point No. 3 of Corrigendum No. 6 Dated: 08.04.2026
93	Page 48 Point No. 11	ISO-Certificates	ISO 9001:2015, ISO 27001:2013, ISO 20000-1:2011, ISO 45001:2008, ISO 50001:2018	It may be noted that ISO 45001:2008, ISO 50001:2018 are not directly related to this EOI as pertaining to Cybersecurity and Compliance. Request clarify that as per EOI, no single certification is mandatory, and qualifying marks are assigned to each certification.		Refer to Point No. 7 of Corrigendum No. 6 Dated: 08.04.2026

S.No.	Clause No. and Page No.	Clause Reference	Points on which Clarification required	Proposed amendment, if any	Reason for amendment, if any	BECIL Response
94	Page 47 Point No. 02	Paid-up Capital		Since LLPs do not have paid-up share capital as per the LLP Act, 2008, this clause is not applicable to us. Request that our bid be considered in scale as per turnover and net worth criteria.		As per EOI